

SPOTLIGHT

FEBRUARY 2022

2021 Veteran Producer of the Year

**DANIEL
PARAVISINI**



GET SERIOUS ABOUT CHASING SUCCESS



Steve Greer
Chief Executive Officer
American Income Life &
National Income Life Divisions

"Now is the time to get serious about living your ideals. How long can you afford to put off who you really want to be? ... Stop the excuses and the procrastination. This is your life! ... The longer you wait, the more you'll be vulnerable to mediocrity and feel filled with shame and regret, because you know you are capable of better. From this instant on, vow to stop disappointing yourself. Decide to be extraordinary and do what you need to do now." – Epictetus

You might think that motivational speakers and authors are strictly a product of today's culture but Epictetus, author of the quote above, has been firing people up since the first century after Jesus was born. If I had to sum up this quote into fewer words, I'd say, "Do your best and do it now."

Success doesn't come knocking while we're hanging around, binge-watching the latest popular series, or while we're catching up on sleep. Success doesn't come knocking at all; success doesn't deliver. If we want success, we need to run it down and kick the door in. Chasing success is never for the timid and the time to do it is always NOW. The longer we wait, the greater the risk that we'll become complacent. The longer we procrastinate, the more likely we are to rationalize that 'good enough' is good enough. **'Good enough' is never enough to pay the cover charge that success demands.**

The price we pay for not being the best version of ourselves, for not doing the best we're capable of is far more expensive than the cost of chasing success. It's a long-term debt we owe ourselves that we may never pay off. It's an awful feeling to disappoint others but disappointing ourselves is way worse.

Talk to our 2021 #1 Veteran and Rookie Individual Producers and you'll learn that their success is because they recognized and responded immediately when their moment of truth arrived. Veteran Daniel Paravisini and rookie Carrington Hanna were doing well enough to meet and exceed what was expected of them. Their own numbers on the weekly

leaderboard caught their attention when it became clear they had an opportunity to do something special. Daniel had not one but two decisive moments. The first came when he realized he had a shot at the #1 spot; the second call-to-action moment was when he realized he could win it all by breaking the Company's production record, which won him the Divisional production prize at the Globe Life Achievement Awards AND he became the fastest person to qualify for our Million Dollar Club. Not much more I can say except, "Well done, Daniel!" Carrington Hanna was checking out the leader boards when he realized he was close enough to the second-place rookie that the top spot was well within his reach. His natural competitiveness took over and he won by \$1,074. Don't we all love a game won in the final minutes of the 4th quarter?

Please join us in congratulating Daniel, Carrington, all of our award winners, and Convention and club qualifiers!

Whether your deciding moment finds you on the verge of winning an award, making a club, or qualifying for Convention in record time, I hope you'll step up, go **#AllIn** and make it happen. 🏆

SPOTLIGHT

ARC.AllLife.com/Spotlight.aspx
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NEWS

FEBRUARY 2022

VOL. 55 NO. 2

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2022, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: 74.0%
Net to Gross: 80%

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday 3/24 before 3:30 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Tuesday 3/29**. eApp business excluded from the 7 day hold should be uploaded by **Thursday 3/31 before 4:30 p.m. CST** to count for **March** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$5,981,213

in total BONUSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 54-60**.

\$8,185,948

in total December RENEWALS were paid out in January to 5,608 total agents.

2021 Rookie Individual Producer of the Year Carrington Hanna, pgs. 26-27



2021 Veteran Individual Producer of the Year Daniel Paravisini, pgs. 28-29



*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at ARC.AllLife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace in Cancun, Mexico**. The convention will be held **May 3-6, 2023**.



LOOK FOR ME!

ANNIVERSARIES

30 YEARS OF SERVICE

Chuck Hill, PR
28 YEARS OF SERVICE
 Melinda-Rae Lyse, RGA
20 YEARS OF SERVICE
 Michelle Baxter, PR
 Patrick Duray, PR
19 YEARS OF SERVICE
 Desi Dimitrova, SGA
 Byron Paz, SGA
 Patrick Stenglein, RGA
17 YEARS OF SERVICE
 Ronald Rivera, RGA
 Matthew Willrodt, MGA
16 YEARS OF SERVICE
 Katherine Fallon, AGT
 Ewa Marinaccio, AGT
15 YEARS OF SERVICE
 Mike Allen, SA
 Kasali Kotun, MGA
 Tiffany Wagner, SGA
14 YEARS OF SERVICE
 William Parmeter, RGA
13 YEARS OF SERVICE
 Lidia Meglei, GA

Minh Phung, MGA
 Brian Schreiter, SGA
 Carmella Swanson, PR
12 YEARS OF SERVICE
 Michael Burningham, RGA
 Cindy Kunce, PR
 Travis Picklesimer, RGA
 Gregory VanSuch, AGT
11 YEARS OF SERVICE
 Aaron Chen, SA
 Stephen Jeung, RGA
 Andrew McQuade, SGA
 Philip Roffi, MGA
 Ransley Vazquez, RGA
10 YEARS OF SERVICE
 Martin Forshee, SGA
 Patrick Knouse, RGA
 Mark Lomonaco, RGA
 Sione Maumau, GA
 Victoria Perea, SA
 Antonio Reyes, MGA
 David Schanuel, AGT
9 YEARS OF SERVICE
 Sheila Downey, AGT
 Shanita Friedlander, GA

Jeffrey Hall, RGA
 Harvey Quinn, AGT
 Eric Snyder, RGA
 Joshua Yurinko, MGA
8 YEARS OF SERVICE
 Alvin Ali, AGT
 Donna Altshue, PR
 Ashley Bodnar, AGT
 Jordon Graham, AGT
 Carlton Mack, AGT
 Aden Schrock, AGT
 Bryan Uhl, PR
 Derek Woo, GA
 Carl Zablotny, PR
7 YEARS OF SERVICE
 Curtisha Cook, MGA
 Rachel Elfenbein, GA
 Richard Millington, AGT
 Raul Rojas, RGA
 Jenny Rosales, MGA
 Jagdish Sukhu, MGA
 Justin Sutton, RGA
 Erika Torres, AGT
6 YEARS OF SERVICE
 David Billotti, MGA

Nina Blackmon, GA
 Mark Diskin, MGA
 Daniel Foore, MGA
 Brooklyn Herod, AGT
 Jesse Medina Nunez, SA
 Mary Munsey, GA
 Rex Munsey, MGA
 Ryan Ohm, RGA
 Temesghen Starr, GA
 Christopher Stevens, AGT
 Daisy Vasu, RGA
5 YEARS OF SERVICE
 Betsy Adney, GA
 Cristian Alaimo, SA
 Augusto Arango, MGA
 Kevin Butchino, RGA
 Megan Connors, MGA
 Cathy Dishong, AGT
 Jessy Girard, MGA
 Gerardo Gonzalez, MGA
 Ruche Haye, AGT
 Lukess Joseph, MGA
 Rovena Lulgjuraj, AGT
 Kempton Perry, GA
 Aaron Piotrowski, RGA

Eleanor Powell, AGT
 Angela Rodriguez, AGT
 Sean Shephard, MGA
 David Staffieri, RGA
 Rangi Witika, AGT
 Richard Zuccato, GA
4 YEARS OF SERVICE
 Kwabena Antwi, MGA
 Hunter Bischoff, GA
 Sandra Dumas, AGT
 Martin Galindo, AGT
 Alfredo Garcia, RGA
 Brandon Hamilton, GA
 Sayed Hashimi, GA
 Robert Hepler, AGT
 Dustin Hess, MGA
 James Hinton, MGA
 Lloyd Patterson, AGT
 Daniel Ramirez, MGA
 Ireland Sirmi, MGA
 Devena Stewart, GA
 Keith Holmes, AGT
 Klyo Vidal, AGT
 Rachel Whiting, GA
 Chevon Riley, GA

Gregory Rudolph, RGA
 Denise Serbantez, AGT
 Ian Zollos, MGA
3 YEARS OF SERVICE
 James Butler, AGT
 Danielle Custis, MGA
 Kenson Delva, GA
 Leanne Erney, GA
 George Fadule, AGT
 James Fangmann, MGA
 Enid Franco, AGT
 Cedar Hansen, GA
 Miguel Hernandez, AGT
 Britany Mathews, AGT
 Andrea D Owens, AGT
 Ariel Owens, AGT
 Thomas Paone, AGT
 David Pattersen, AGT
 Zachary Hager, GA
 Victoria Halwix, AGT
 Jennifer Hartog, SA
 Anjelica Rueda, AGT
 Samantha Shannon, SA
 Blair Sheppard, GA
 Kettia Simon, SA

2 YEARS OF SERVICE
 Anthony Alexander, AGT
 Normaned Arocho Pendas, GA
 Kevin Attikai, AGT
 April Baxter, MGA
 Tiffany Bertao, GA
 Gonzalo Buitron Olvera, GA
 LaQuanda Calhoun, SA
 Cory Cannataro, SA
 Michael Conner, SA
 Carrie Cook, AGT
 Austin Coop, SA
 Bernadette De Guzman, AGT
 Stefanie Desrosiers, MGA
 Robin Evans, GA
 Reginald Flugence, GA
 Michael Geyer, SA
 David Ginsburg, AGT
 Zachary Hager, GA
 Victoria Halwix, AGT
 Jennifer Hartog, SA
 Keith Holmes, AGT
 Michelle Izbicki, AGT
 Courtnei Johnson, AGT
 Edwin Lapitan, GA

Scott Leathers, AGT
 Richard Leveille, GA
 Ellen Llewellyn, AGT
 Samantha Lopiccolo, SA
 Cameron Mack, MGA
 Chimere Mayers, SA
 Lebert McBean, SA
 Tyler Menge, SA
 Robert Middendorf, AGT
 Jessica Milholm, AGT
 Brittny Mizer, MGA
 Karen Mosley, GA
 Bedros Naama, SA
 Gabrieli Natha, GA
 Alvin Ng, SA
 Tevin Overton, GA
 Andrew Parsons, SA
 Shawn Penner, SA
 Marcus Pettigrew, GA
 Charles Powers, GA
 Hernan Rodriguez Becerra, GA
 Ricky Broadnax, AGT
 Haley Bullock, AGT
 Derek Burnett, SA
 Joshua Butrey, SA
 Maria Cabra, SA

Courtney Somsan, SA
 Josh Spence, MGA
 Tyler Stewart, GA
 Alessandro Succurro, SA
 Mitchell Tanselli, AGT
 Escarling Urena De Veloz, AGT
 Sharon Wright, SA
1 YEAR OF SERVICE
 Nicola Albano, GA
 Randy Alford, GA
 Kristin Allen, AGT
 Logan Anderson, AGT
 Deanna Arceno, MGA
 Dennis Baras, AGT
 Chantel Baumgardner, SA
 Tahisha Beresford, AGT
 Nathaniel Bermes, GA
 Leslie Mulzer, SA
 Alexander Black, AGT
 Angela Bonavico, SA
 Rick Broadnax, AGT
 Madison Frattolin, AGT
 Gavin Gambhir, AGT
 Michelle Garcia, AGT
 Alexis Gatson, GA

Romel Cameron, GA
 Trina Cline, AGT
 Carson Coady, MGA
 Anice Cordova Shapiro, AGT
 Rene Cullison, AGT
 Candace Dean, SA
 Danielle Denson, AGT
 Steven Derynck, AGT
 Dan Devries, SA
 Biagio DiGirolamo, AGT
 Vivian Du, AGT
 Dale Easter, AGT
 Benjamin Eckenrod, AGT
 Lisette Egipciano, AGT
 Adrienne Ely, SA
 Austin Ewing, SA
 Julian Ezigbo, SA
 Emilie Foor, SA
 Patricia Forbes, SA
 Jean Foster, SA
 Shanae Franklin, SA
 Madison Frattolin, AGT
 Gavin Gambhir, AGT
 Michelle Garcia, AGT
 Alexis Gatson, GA

Ana Gomez Duque, AGT
 Marcus Goolsby, AGT
 Nicholas Gough, GA
 Nicole Guiho, SA
 Kwesi Hammond, AGT
 Gwen Harvey, AGT
 Michael Harvey, GA
 Danielle Hercules, GA
 Giselle Hernandez Zuniga, SA
 Jeromey Herring, AGT
 Christina Hess, AGT
 Virlinda Holmes, SA
 Sara-Jane Holstein, AGT
 Darryl Huggins, SA
 Muskan Hundal, AGT
 Sean Hylton, AGT
 Wesley Johnson, SA
 Justin Jones, AGT
 Mathew Kahwaji, GA
 Raymond Kauppila, SA
 Emily Kubica, SA
 Jacyln Lafferty, GA
 Jessica Lamb, AGT
 Todd Landow, SA
 Jesse Lemos, AGT

Stevie Lopez, AGT
 Uttara Ly-Beltre, MGA
 Conor Lydon, SA
 Tracey Magnuson, SA
 Michael Maloney, GA
 Cameron Mandrake, AGT
 Luseane Maumau, AGT
 Christopher Mazzarelli, GA
 Matthew McDermott, SA
 Michelle Mendez, SA
 Marcos Mendoza Cedeño, MGA
 Elizabeth Miller, AGT
 Serenna Minix, SA
 Alfa Monsalve, AGT
 Genesis Montiel, SA
 Shayla Morrisette, AGT
 Diana Muhammad, AGT
 Kyle Mulzer, SA
 Christian Navarro, GA
 Sullen Nguyen, SA
 Elijah Nobles, GA
 Roniel Ortega, SA
 Shannah Palmer, SA
 Christina Pappas, GA
 Roberto Parra, AGT

Jessica Pastor, SA
 Phillip Peavey, SA
 Kimberly Perez, AGT
 Benjamin Petkovsek, SA
 Mark Powers, AGT
 Rebecca Rehrig, GA
 Danay Rivas, SA
 Mayra Rivas, SA
 Raquel Rivera, AGT
 Stephanie Robinson, SA
 Calene Rogers, SA
 Shellee Rogerson, SA
 Carolina Salazar Bravo, AGT
 Betzabeth Salazar, SA
 Tabitha Sanders, SA
 Arvinder Seehra, SA
 Epifania Segovia Barreto, SA
 Leanna Senia, SA
 Lana Soares, AGT
 Steven Solorzano, SA
 Stanley Stackhouse, AGT
 Karen Stanley, AGT
 Cole Stroup, AGT
 Lynn Svoboda, GA

Flor Tapia, SA
 Theresa Taylor, AGT
 Amanda Thompson, SA
 Kemar Thompson, AGT
 Matthew Thu, SA
 Alianna Tineo, SA
 Houston Tucker, AGT
 Derrick Turner, AGT
 Kevin Valentin Ross, SA
 Victoria Vaxter, AGT
 Luisa Vazquez, AGT
 Rocio Villanueva, SA
 Davina Vo, GA
 Asata Walker, AGT
 Brandi Walker, AGT
 Ryan M Wilson, SA
 Gregory Wood, AGT
 Diane Young, AGT
 Martin Zaslav, AGT

PROMOTIONS

STATE GENERAL AGENT

Edward DeFurio
 Myaa Fallon
 Phillip Waisman
 Brian Wilson
REGIONAL GENERAL AGENT
 Adem Abdula
 Chilynn Acevedo
 Mark Auvil
 Taulant Bane
 David Billotti
 Michael Botond
 Elijah Brown
 Christopher Bungay
 Kevin Butchino
 Devon Chapman
 John Collins
 Giovanni Diduro
 Ross Ewen
 Isaac Foster
 Johnny Fuller
 Alfredo Garcia
 Jake Gelb
 Hasan Ghazal
 Tucker Gregor
 Albert Huff
 Brandon Hughes
 Ashley Johnston
 Steven King
 Joe Lewo
 Mark Lomonaco
 Saul Lopez
 Conor Markins
 James Marks
 Linda Marquez
 Anthony Mazurkewicz
 Ed-Maggie Myrthil
 Daniel Orr

Daniel Pacheco
 Phi Phan
 Travis Picklesimer
 Adianeza Rodriguez
 Jeremiah Russin
 Ronald Davis
 Daniel Schwartz
 Drake Smith
 Steve Svendson
 Troy Williams
 Michael Wright
MASTER GENERAL AGENT
 Laila Abadi
 Mickey Adkins
 Anthony Aiello
 Rocky Allen
 Leonardo Alsina
 Diego Alvarez
 Deanna Arceno
 Jonathan Giaco
 Bledar Bane
 Imani Banks
 Bart Barrett
 Joseph Bell
 Jesse Benwell
 Albert Huff
 Priscilla Blanco
 Maria Bonilla Borrego
 Chad Boskat
 Maurice Brown
 Keeland Bryant
 Cassandra Bryce
 Oscar Cardoza
 Andrea Caridad Perez
 Moriah Chandler
 Carson Coady
 Quashade Copney
 Shanna Cote

Gloria Cristobal
 Joseph Crivelli
 Beau Cullen
 Arianna DaLuz
 Christopher Dark
 Xander Davis
 Giuliano Di Nardo
 Crystal Dugger
 Kimberley Ellis
 Elijah Findley
 Rachael Fleming
 Bradley Fordyce
 Christopher Fortenberry
 Lisa Fortinberry
 Ricardo Franco
 Darryl Frazer
 Fouad Gerges
 Jillian Getz
 Jonathan Giaco
 Christopher Gilbert
 Eddie Gonzales
 Marvin Gonzalez
 Alexander Gross
 Stuart Guthrie
 Cody Hanneken
 Corey Helwig
 Dustin Hess
 James Hinton
 Chalisa Holmes
 Francis Ingulli
 Elijah Jackson
 Alexandra Jaeger
 Phillip Rigoli
 Andrea Caridad Perez
 Aliya Johansen
 Derek Johnson
 Spencer Kozej
 Dillon Kuehne

Cody Langston
 Denzil Latimore
 Jon Linker
 Glorith Liscano Gamero
 Uttara Ly-Beltre
 Rea Lynch
 Cameron Mack
 Kurt-James MacMillan
 Klaudio Martinaj
 Shai Mate
 Zachery McHattie
 Ervin Metaj
 William Muhammad
 Julian Navalta
 Emma Nichter
 Breana Noggles
 Joel Nunez
 Bruno Nuro
 Skay Nusenu
 Cody Nykoliation
 Luis Osorio Bello
 Tyler Parker
 Jimmie Parsons
 Shiv Patel
 Aaron Patt
 Leonardo Perez
 Matthew Perraton
 Minh Phung
 Kaia Pirazzini
 Taylor Quinn
 David Ramirez-Benitez
 Alejandra Ramos
 Phillip Rigoli
 Erica Robertson
 Cartiza Rojas
 Thomas Romeo
 Genesis Rosario
 Karen Salek-Cuzmar

Anthony Salerno
 Marvelie Sanchez
 Madelyn Sanders
 Andrea Schmitt
 George Shafiek
 Michelle Kurtz
 Tecole Smith
 Anthony Solano
 Jennifer Spalding
 Jessica Specht
 Jordan Stelzer
 Derek Sutherland
 Bradley Thomas
 Jabari Thompson
 Daniella Torres
 Morgan Tranquist
 Sirdaniel Turner
 Shane Valentine
 Jhanna Valerio Vivas
 Kyle VanBibber
 Victoria Varney
 Cameron Watson
 Christopher Watts
 Debbie-Ann Whitehorne
 Anthony Williams
70% GENERAL AGENT
 Sandra Armendariz
 Joseph Bell Jr
 Gordon Biggums
 Joshua Briggs
 David Johnson
 Staci Brown
 Mackenzie Burchett
 Hope Davis
 Sharon Eckenrod
 Matthew Ficarra
 Ashley Gamache
 Jason Green

Jusem Hajali
 Zenia Huerta
 Nathan Hunt
 Joshua Jahnish-Maltese
 Zakiya Jones
 Klaudio Kurtz
 Joshua Lopez
 Alicia Medina
 Youliana Mikhael
 Jayleen Miller
 Devin Moore
 Ronke Olusegun
 Tevin Overton
 Meagan Payne
 Lyndon Prosser
 Emily Tansingco
 Alexander Tkacz
 Katelyn Ucar
 Diego Vargas
 Bryon Williams
67.5% GENERAL AGENT
 Matthew Adams
 Thomas Agee
 Sabrina Agostini
 Aldalyne Aldana Bello
 Allan Allas
 Normaned Arocho Pendas
 Christina Babcock
 Tonya Barnes
 Taleetha Barnett
 Kristi Basho
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 Tanner Midlick
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 Liliia Nastashchynska
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 Tyler O'Toole
 Jihad Ottallah
 Dmitry Pendro
 Jourdan Powell
 Aldo Ramirez Marinelli
 Daniela Rangel
 Rebecca Rehrig
 Jacob Reiter
 Jared Robertson
 Kara Roenspies
 Jacob Rosinsky
 Enri Sako
 Christina Salvatore
 Francesca Scala
 Michael Scarborough
 Ana Severyn De Osorio
 Blair Sheppard
 Andrew Siebert
 Robert Skok
 Ethan Stingley
 Matthew Sturgis
 Lynn Svoboda

Sonya Tamarchenko
 Tyler Tasa
 Regina Taylor
 Sherita Thompson
 Andrew Turner
 Amanda Urdaneta
 Luciano Valero Vidal
 Marcos Villalobos Morales
 Noah Vongunden
 Hunter Welty
 Dan Williams
 Toni Williams
 Cristian Yanez Ojeda
57.5% GENERAL AGENT
 Jacob Labree
 Mitchell McLaughlin
 Binyam Abune
 Daniel Ruiz
 Patrino Thomas
65% SUPERVISING AGENT
 Ahmadyosuf Ahmadjamshid
 Mike Allen
 Linsey Almy
 William Bertram
 Nicholas Bodemann
 Ashley Campbell
 Carlos Colina
 Gavin Collins
 Craig Combs
 Sebastian Correa Mendez
 Tyler Ghormley
 Elioena Gomez Perez
 Michelle Lopez
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 Shalom Gildin
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 Jennifer Gomez
 Coleman Graves
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 Fred Greenawalt
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 Danika Cherisol
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 Javier Contreras Paraguacuto
 Joshua Cooper
 Meaghan Corbett
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 Franklin Cruz Espinoza
 Sherice Davenport
 Brenda Davis
 Brandy D'Mellow
 Shawn Dosch
 Timothy Rose
 Benjamin Fleschler
 Gregory Flynn
 Brielle Frank
 Jack Fricker
 Alexandra Gabel
 Cherod Gadson
 Rebecca Gallant
 Abel Gamo
 Nicholas Garcia
 Andres Mendoza Escobar
 Magdalena Garneau
 Shalom Gildin
 Jason Goines
 Jennifer Gomez
 Coleman Graves
 Charles Green
 Fred Greenawalt
 Danielle Guin
 Shantoya Henry
 Sebastian Hill
 John Hilson

Zachary Hofreiter
 Donald Hollen
 Jacob Houchin
 Vienna Howat
 Elina Huseynova
 Michelle Johnson
 Mikah Johnson
 Kylie Kiefer
 Shaun Kim
 Tony Kleib
 Laura Kologenski
 Parveen Lakhani
 Nelda Landers
 Whitney Leung
 Donald Lewis
 Magnus Loeffler
 Sydney Lofthouse
 Gary Louis-Charles
 Maria Lugo Rincon
 Glenn Macaso
 Christopher Marzan
 Brittny Masters
 Matthew Mastorovich
 Gregory McCormick
 Michelle Mendez
 Vanessa Mendez
 Andres Mendoza Escobar
 Kallee Menhinick
 Logan Miller
 Serenna Minix
 Shenise Monk-Eggleston
 Coleman Graves
 Charles Green
 Fred Greenawalt
 Danielle Guin
 Shantoya Henry
 Sebastian Hill
 John Hilson

Sasha Oakes
 Colin Olkiewicz
 Sarek Osborne
 Agustin Park
 Jessica Pastor
 Lorraine Penney
 Wendy Peragondej
 Darkis Perez Padron
 Tatiana Pestana
 Lyndee Peters-Hakim
 Evan Pinkerton
 Ladan Rahbary
 Cindy Ramirez
 Mayerlin Ramirez Davila
 Andres Ricci Moncada
 Alexandria Richardson
 Lindsey Robbie
 Felipe Rojas
 Laura Rojas Barrios
 Henoch Roman
 Cesar Romero Vasquez
 Matthew Rossi
 Katelyn Roxas
 Rebecca Sanchez
 Tabitha Sanders
 Sarah-Marie Sandford
 Ethan Sapp
 Kallee Menhinick
 Logan Miller
 Serenna Minix
 Shenise Monk-Eggleston
 Mariana Morales
 Thomas Mullally
 Daoud Naser
 Dennis Nelson
 Jaden Nelson
 Joshua Nist
 Iris Torres

Dina Tuy
 Juan Urribarri
 Awbrey Vachon
 Joanny Vasquez
 Chetna Vats
 Taylor Vent
 Jonathan Villa
 Yasmeli Villasmil
 Elizabeth Wallin
 Korinne White
 Revawn Wilson
 Jessica Winekoff
 Devon Yarletts
 Leonardo Yordi Fernandez
52.5% SUPERVISING AGENT
 Enrique Avila Nieves
 Kristofer Baley
 Steven Bauer
 Matthew Bindert
 Makenna Boliver
 Jose Colmenarez
 Julie Darling
 Toby Lind
 Gina Mateer
 Nathalyn Sanchez
 Sarah Walter
 Ashleigh Weir
 Nicole Williamson

WAY TO KICK IN 2022!

BEST JANUARY IN COMPANY HISTORY!

Sales

- **\$24,231,000** Net ALP
- **11.1% Growth** over January 2021

Recruiting

- **1,540** new associates

Quality/Reinstatements

- **4,272** total policies conserved
 - **3,331** reinstatements
 - **941** reopens
- Persistency: **84.01%**
- 4-month retention: **80.6%** — highest in Company history
- **Net-to-gross: 86%** — highest in Company history 6 months in a row

Public Relations

- **702,461** members signed — 74% increase over January 2021
- **32** original groups signed — 39% increase over January 2021
- **11,714** original leads received — 5% increase over January 2021

ALL IN



BELIEVE

YOU ARE A CHAMPION



Jason Beckman

Division Vice President
PR Field Operations

According to sports psychologist Dr. Jim Afremow, nobody is born with a “champion gene;” you are not born a champion, you become one. Practice thinking like a champion and you will start to act like they do. Champions only see gold, they never aim or settle for silver or bronze.

Dr. Afremow insists champions set themselves apart not exclusively by the act of their performance but by how they prepare and think about their performance. He recommends the following building blocks to become a champion:

- Master your mechanics (scripts) and coordination (field activity) to outmaneuver your opponent (prospects & leads) in the field.

- Master your thoughts, feelings, and emotions. The only thing you can control daily is your attitude and your activity. Don't compromise either on your quest to the championship.
- Roll with the punches when you lose. A champion doesn't become a champion just by winning but by their response to a defeat. Champions are devastated by defeat but aren't discouraged by it. They welcome the opportunity to overcome adversity.

Winning at AIL/NILICO requires a commitment to a vision and removing every obstacle that comes our way. Being #1 in a PR category means having to balance your time prospecting original groups, servicing renewals, and being present at group functions. It also means having to withstand contract negotiations, elections, and other internal group matters that can be the cause for delay.

Last year saw a number of PR team members choose to live a life of vision rather than a life of circumstance as they

competed for and won their categories. We had four PR Representatives and Marketing Specialists win their category for the first time and four others who will re-visit the stage in Las Vegas! PR Leadership recognition saw a new name be crowned #1 while others re-claimed their spot at the very top.

The PR team saw four people qualify for the President's Club, recognizing exceptional lead generation by generating a minimum of 22,500 leads or being the top lead-generating Marketing Specialist for the year. We saw levels of dedication and a raising of the bar for total lead generation (41,410 leads) and original lead generation (5,804 leads) by two people who were dedicated to making a difference. Whew, talk about a commitment to excellence!

The unparalleled spirit of supporting working families is what makes this company unique. We get to protect the legacy of others while building a legacy of our own. Congratulations to all 2022 Award Winners and to everyone who made a positive impact in the communities we serve and the families we're privileged to protect. 🏆

08 NEW SGAs



Ed DeFurio
New York

Intrigued by what our Company has to offer, Ed was personally recruited in 2012 by future SGA and partner, Nick Moore. Ed says he has wanted to lead his own agency office since the beginning and pursued that goal. He is equally committed to his team: "I am focused on helping my whole team achieve every goal that they have with this company. I put my team first. This agency will give you the chance to get anything you want out of life," he adds.



Brian Wilson
Indiana

Brian holds a Master's degree in Psychology and Philosophy from Indiana University and was a college professor before joining AIL in 2011. Like many, he was attracted by better income opportunities and the ability to move up on the merits of his own performance. "If you want to earn an income that matches your effort there is no other opportunity out there like this one." Before stepping into the SGA position, Brian was a Home Office Sales Director, and the 2019 Sales Director of the Year.



Myaa Fallon
Maryland

Myaa is a military veteran, holds two Bachelors and a Master's degree, and served as a Director of Education for three Dallas area private high schools. A family emergency took her to Chicago, where she needed a job to help support her family. AIL contacted her at what she describes as a "desperate time, but it absolutely was a blessing," she says. Myaa has pursued her goal of agency ownership from the beginning and looks forward to having a far-reaching impact on the lives of others.



09 NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA
Dameyan Chambers	4	S-S-Parks-Salvaggi
Leonard Westfall	3	AO
John Curry	2	AO
Spencer Petersen	2	AO
Alessandro Succurro	2	AO
Osiris Kessinger	2	Simon Arias
Dylan Lovell	2	Simon Arias
Charles Gangloff	2	Denis-Michael Catalano
Tammy Labombard	2	Chalom-Chalom

NAME	#	SGA
Luz Cortes	2	Desi Dimitrova
Kyriara Celmer	2	Fisher-Zuzick
Hunter Bischoff	2	Brett Gryska
Alexander Gomez	2	Kevin Holtz
Carlos Frias Caraballo	2	Richardson Latino Division
Francisco Morell Revilla	2	Richardson Latino Division
Nicholas Beyer	2	Sabrina Lloyd
Elina Huseynova	2	Sabrina Lloyd
Alexander Cohen	2	Corey Neff

NAME	#	SGA
Fernando Coiran	2	Jesus Romero
Ayisha Henry	2	S-S-Bendure-Hartwig
Amy Hull	2	S-S-Bendure-Hartwig
Victoria Richards	2	S-S-Bendure-Hartwig
Cooper Davidson	2	Michael Vasu
Tysen Banks	2	Tiffany Wagner
Awbrei Vachon	2	Josh West
Carrie Padgett	2	Williams-Akinade

GA

NAME	#	SGA
Derek Koppari	6	AO
Danny Souri	6	Sabrina Lloyd
Connor O'Donnell	6	S-S-Parks-Salvaggi
Jozef Tinaj	5	AO
Luis Barbaresco Garcia	5	Richardson Latino Division
Katie Stahulak	5	Sabrina Lloyd
Bryce Engstrom	4	AO
Christian Gojcaj	4	AO
Henry Jacobs	4	Brett Gryska
Agnieszka Kusper	4	Sabrina Lloyd
Avion Johnson	4	S-S-Bendure-Hartwig
Malcolm Pasquier	4	Josh West

NAME	#	SGA
Marissa Goodman	3	AO
Derya Ekren	3	Simon Arias
Tevin Overton	3	Philip Prata
Tyrese Holland	3	S-S-Parks-Salvaggi
Selina Maldonado	3	Michael Vasu
Minh Phung	2	AO
Rodney Jones	2	Slav Bitman
Kristel Paredes Garcia	2	Capozucca-H-W
Joshua McTier	2	Richard Correa
Marc Futterweit	2	Giglione-Ackerman
Alex Grushko	2	Giglione-Ackerman
Richard Zuccato	2	Giglione-Ackerman

NAME	#	SGA
Jacob Labree	2	Brett Gryska
Edgar Velasquez Romero	2	Richardson Latino Division
Mercedes Bens	2	Sabrina Lloyd
Miguel Diego Esquivel	2	Sabrina Lloyd
Chris Lewis	2	Sabrina Lloyd
Michael Alexander	2	Andrew McQuade
Shawna Parker	2	Oldham-Moore
Roselyv Mediavilla	2	Jesus Romero
Stephanie Brockman	2	John Sparby
Tyler Teague	2	S-S-Bendure-Hartwig
Jacob Krieger	2	S-S-Parks-Salvaggi

MGA

NAME	#	SGA
Yania Tineo Soto	12	Richardson Latino Division
Mark Dushaj	9	AO
Patrycja Grudzinska	9	Sabrina Lloyd
John Santosuosso	8	Brett Gryska
Zach Otto	8	Sabrina Lloyd
Nicki Griffiths	7	AO
Arturo Romero	6	S-S-Parks-Salvaggi
Elias Boles	5	Brett Gryska
Duane Shaw	5	Sabrina Lloyd
Elvis Cartaya	4	AO
Brandon Minor	4	AO
Maria Martinez	4	Capozucca-H-W
Derek Johnson	4	Cohen-Velasquez
Gary Slocum	4	Desi Dimitrova

NAME	#	SGA
Kevin Kennedy	4	Brett Gryska
Anthony Salerno	4	Brett Gryska
Ryan Witham	4	Brett Gryska
Kamal Tayyib	4	Andrew McQuade
Chase Miller	4	S-S-Bendure-Hartwig
Clayton Slaughter	4	Michael Vasu
Geoffery Osili	4	Josh West
Michelle Gould	3	AO
Brandon Summerton	3	AO
Joshua Reyes	3	Simon Arias
Saury Espallat	3	Ryan Bisanz
Cayla Ellenberger	3	Rachel Brown
Nakita Fortin	3	Denis-Michael Catalano
Alyssa Shamsi	3	Chalom-Chalom

NAME	#	SGA
Matthew Turnquist	3	Richard Correa
Anthony Marsella	3	Laura Fisher
Antonino Taormina	3	Brett Gryska
Andrew Chambers	3	Philip Prata
Maria Elisa Moros Ojeda	3	Jesus Romero
Adam Wheeler	3	Satti-Kanaan
Nicholas Chuma	3	S-S-Bendure-Hartwig
Beau Minnick	3	S-S-Bendure-Hartwig
Michael Giachetti	3	S-S-Parks-Salvaggi
Adrain Alfred	3	Michael Vasu
Keeland Bryant	3	Michael Vasu
Kelly Ekker	3	Tiffany Wagner
James Cassie	3	Williams-Akinade

RGA

NAME	#	SGA
Kimberly Hamilton	23	Brett Gryska
Robert Janev	22	Sabrina Lloyd
Helgi Bistochett Navarro	12	Richardson Latino Division

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

TOP RECRUITING AGENTS** JANUARY



David Croom
5 Recruits
AO

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
David Croom	5	Abdulrahman Assofe	2	Kharla Duran	2	Conor Markins	2	Tyler Tasa	2
Luis Barbaresco Garcia	3	Brady Basinger	2	Johnny Fuller	2	Jose Matos	2	Kemar Thompson	2
Mavrick Fredericks	3	Vincent Brown	2	Michael Giachetti	2	Connor O'Donnell	2	Ethan Tolbert	2
Alexander Gomez	3	Astrid Castrillon	2	Melissa Grieb	2	Mike Paragiou	2	Joseph Tomanovich	2
Sierra Hartwig	3	Fernando Coiran	2	Taylor Griffith	2	Jenish Patel	2	Adam Wheeler	2
Keshaun Pierce	3	Joshua Coleman	2	Jenna Grula	2	Zonia Ramirez	2	Leonardo Yordi Fernandez	2
Shanna Rone	3	Rosa Colmenares Borrego	2	Sebastian Hill	2	Joshua Reyes	2	Daniel Zotter	2
Alexander Valenzuela	3	Doris Cruz Martinez	2	Spencer Kozej	2	Nick Scordos	2		
Jose Aranguren	2	Nicholas Davis	2	Jacob Krieger	2	Jennifer Spalding	2		
Melissa Argomaniz	2	Frederik Diaz Mata	2	Jeromy Maddalena	2	Lynn Svoboda	2		

TOTAL PINNACLE RECRUITERS: 319

TOTAL PINNACLE RECRUITS: 376

TOP RECRUITING AGENTS** YTD

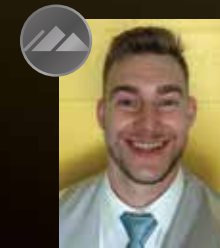
NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
David Croom	5	Abdulrahman Assofe	2	Kharla Duran	2	Conor Markins	2	Tyler Tasa	2
Luis Barbaresco Garcia	3	Brady Basinger	2	Johnny Fuller	2	Jose Matos	2	Kemar Thompson	2
Mavrick Fredericks	3	Vincent Brown	2	Michael Giachetti	2	Connor O'Donnell	2	Ethan Tolbert	2
Alexander Gomez	3	Astrid Castrillon	2	Melissa Grieb	2	Mike Paragiou	2	Joseph Tomanovich	2
Sierra Hartwig	3	Fernando Coiran	2	Taylor Griffith	2	Jenish Patel	2	Adam Wheeler	2
Keshaun Pierce	3	Joshua Coleman	2	Jenna Grula	2	Zonia Ramirez	2	Leonardo Yordi Fernandez	2
Shanna Rone	3	Rosa Colmenares Borrego	2	Sebastian Hill	2	Joshua Reyes	2	Daniel Zotter	2
Alexander Valenzuela	3	Doris Cruz Martinez	2	Spencer Kozej	2	Nick Scordos	2		
Jose Aranguren	2	Nicholas Davis	2	Jacob Krieger	2	Jennifer Spalding	2		
Melissa Argomaniz	2	Frederik Diaz Mata	2	Jeromy Maddalena	2	Lynn Svoboda	2		

TOTAL PINNACLE RECRUITERS: 319

TOTAL PINNACLE RECRUITS: 376



Derya Ekren
Simon Arias
5 Recruits
SILVER



Chase Miller
S-S-Bendure-Hartwig
5 Recruits
SILVER



Beau Minnick
S-S-Bendure-Hartwig
5 Recruits
SILVER



Daniel Ramirez
Corey Neff
5 Recruits
SILVER



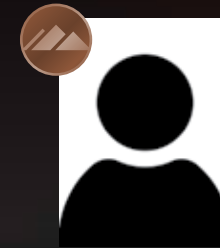
Jacob Reiter
Josh West
5 Recruits
SILVER



Allan Allas
AO
2 Recruits
BRONZE



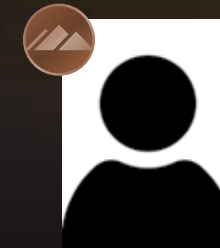
Sara Bernau
Giglione-Ackerman
2 Recruits
BRONZE



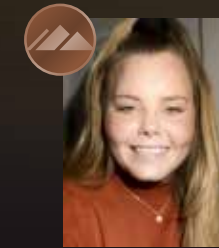
Rosa Colmenares Borrego
Jesus Romero
2 Recruits
BRONZE



Johnny Fuller
John Young
2 Recruits
BRONZE



Marcus Goolsby
S-S-Bendure-Hartwig
2 Recruits
BRONZE



Taylor Griffith
Stephen Jubrey
2 Recruits
BRONZE



Carrington Hanna
AO
2 Recruits
BRONZE



Keith James
Simon Arias
2 Recruits
BRONZE



Madison Kilburn
Chad Potts
2 Recruits
BRONZE



Derek Koppari
AO
2 Recruits
BRONZE



Nicholas Micare
Brett Gryska
2 Recruits
BRONZE



Mike Paragiou
S-S-Parks-Salvaggi
2 Recruits
BRONZE



Gabriela Perez
Jesus Romero
2 Recruits
BRONZE



Keshaun Pierce
Slav Bitman
2 Recruits
BRONZE



Scott Urbanowicz
Henderson-Locker
2 Recruits
BRONZE

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
 ● *Spotlight* will picture the top 5 Legacy Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.
 ■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

*By number of Eligible Pinnacle Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.

6-MONTH CONTEST

CONTEST PERIOD: October 1, 2021 – March 31, 2022 • TRIP DATES: August 21 – 28, 2022

State General

Category	Rank	Name	Category	Contest-to-date Production	Contest-to-date % of Baseline Prod	Contest-to-date % of New Assoc Obj
1	#1	Dustin Venekamp	1	\$3,572,654	127.9%	49.4%
	#2	Simon Arias	1	\$7,939,784	101.3%	110.5%
	#3	AO	1	\$25,580,280	97.3%	92.1%
2	#1	Brett Gryska	2	\$2,749,535	93.4%	93.7%
	#2	Sabrina Lloyd	2	\$3,404,994	87.7%	57.2%
	#3	Michael Vasu	2	\$1,825,222	82.2%	84.8%
3-4	#1	Jamison Weatherspoon	3	\$1,472,260	101.4%	57.6%
	#2	Satti-Kanaan	3	\$1,657,750	100.3%	51.4%
	#3	Tom Williams	3	\$1,520,780	99.8%	107.8%
5-12	#1	Adel Al Choufi Naim	12	\$215,359	244.0%	50.0%
	#2	Robert Hughes	12	\$28,414	178.9%	56.0%
	#3	Albert Serur	9	\$1,075,559	158.7%	58.5%
	#4	Michael Ezeafulukwe	12	\$102,931	123.0%	18.0%
	#5	AO-Stenglein	11	\$213,717	121.0%	41.4%
	#6	Oldham-Moore	7	\$488,555	117.0%	24.2%
	#7	Tommy Vena	10	\$1,021,373	113.6%	60.3%
	#8	Andre McCallum	7	\$434,784	108.6%	16.7%
	#9	Cap-Hen-Will	12	\$310,882	107.9%	56.8%
	#10	Tiffany Wagner	7	\$660,547	105.8%	63.0%

Regional General Agents as of Jan EOM

Category	Rank	Name	Category SGA	Contest-to-date Production	Contest-to-date % of Baseline Prod
1	#1	Mark Neilson	1 AO	\$2,300,556	103%
	#2	Robert Janev	1 Sabrina Lloyd	\$2,166,154	82%
	#3	Corey Helly	1 Giglione-Ackerman	\$1,298,841	78%
All	#1	Eno Iftiu	AO	\$1,316,856	527%
	#2	Arif Hajro	AO	\$1,128,576	451%
	#3	Melinda-Rae Lyse	AO	\$530,881	212%
	#4	Darrell Asbell	AO	\$473,741	189%
	#5	Jessica Chang	AO	\$585,445	169%
	#6	Carlo Buhay	AO	\$394,053	145%
	#7	Mario Hajro	AO	\$3,074,355	140%
	#8	Joseph Tomanovich	AO	\$882,544	134%
	#9	David Carpenter	Dustin Venekamp	\$2,121,980	126%
	#10	Dustin Dunbar	Dustin Venekamp	\$312,261	125%

Master General Agents as of Jan EOM

Category	Rank	Name	Category SGA	Contest-to-date Production	Contest-to-date % of Baseline Prod
1	#1	Mark Neilson	1 AO	\$475,682	147%
	#2	Zach Otto	1 Sabrina Lloyd	\$917,698	93%
	#3	Bobby Gujral	1 AO	\$528,640	76%
All	#1	Jessica Chang	AO	\$473,449	149%
	#2	Yania Tineo Soto	Richardson Latino Division	\$371,412	149%
	#3	Mark Neilson	AO	\$475,682	147%
	#4	Carlo Buhay	AO	\$373,632	137%
	#5	Britton Costa	Simon Arias	\$341,181	136%
	#6	David Carpenter	Dustin Venekamp	\$1,644,670	132%
	#7	Chris La Fond	AO	\$574,872	128%
	#8	Rielly Maher	AO	\$310,000	124%
	#9	Joseph Tomanovich	AO	\$544,279	124%
	#10	Arif Hajro	AO	\$1,113,352	123%

General Agents as of 2/24/22

Rank	Name	SGA	Contest-to-date Production
#1	Jose Aranguren	Richardson Latino Division	\$1,148,055
#2	Danny Souri	Sabrina Lloyd	\$333,297
#3	Luis Barbaresco Garcia	Richardson Latino Division	\$313,521
#4	Kimbria Bracey	Ernest Powell	\$282,635
#5	Jozef Tinaj	AO	\$280,612

Supervising Agents as of 2/24/22

Rank	Name	SGA	Contest-to-date Production
#1	Sean Taylor	Henderson-Locker	\$256,043
#2	Carlos Frias Caraballo	Richardson Latino Division	\$193,351
#3	Johan Tabares Gordillo	Richardson Latino Division	\$185,201
#4	Nikolla Lulgjuraj	AO	\$158,781
#5	Frederik Diaz Mata	Richardson Latino Division	\$147,875

Veteran Producers as of 2/24/22

Rank	Name	SGA	Contest-to-date Production
#1	Daniel Paravisini	AO	\$776,258
#2	Oleg Novitchii	S-S-Parks-Salvaggi	\$582,873
#3	Joshua Dishong	S-S-Bendure-Hartwig	\$523,690
#4	Duni Olusegun	Phillip Waisman	\$513,998
#5	Carmen Arroyo	Theodore Pappas	\$485,043
#6	Trevor Bailey	Satti-Kanaan	\$420,552
#7	Roger Fung	Mathew Hart	\$334,195
#8	Jillian Getz	AO	\$322,400
#9	Lily Sakai	Cohen-Velasquez	\$318,536
#10	Aref Sayegh	Satti-Kanaan	\$298,552
#11	Arturo Romero	S-S-Parks-Salvaggi	\$286,220
#12	Joseph Tomanovich	AO	\$285,232
#13	Michael van Delft	Satti-Kanaan	\$267,720
#14	Todd Krupa	AO	\$257,872
#15	Alipate Makaui	Steve Friedlander	\$251,595
#16	Roger Fredericks	AO	\$248,382
#17	Klaudio Martinaj	AO	\$243,000
#18	Joseph Sarasin	S-S-Bendure-Hartwig	\$227,484
#19	Alon Barnur	AO	\$221,401
#20	Kevin Ishikane	AO	\$215,543
#21	Dina Boghdady	AO	\$213,992
#22	Tennison Mather	AO	\$197,575
#23	Ashley Rust	AO	\$197,253
#24	Joey Kennedy	AO	\$188,074
#25	Kristi Basho	AO	\$185,678

Rookie Producers as of 2/24/22

Rank	Name	SGA	Contest-to-date Production
#1	Marshall Fernandez	AO	\$510,784
#2	Firat Ucar	Dustin Venekamp	\$501,790
#3	Damaris Trejo	Sabrina Lloyd	\$415,118
#4	Carrington Hanna	AO	\$395,169
#5	Ashley Mysza	Tommy Vena	\$345,867
#6	Ervin Metaj	Dustin Venekamp	\$342,909
#7	Connor O'Donnell	S-S-Parks-Salvaggi	\$329,776
#8	Josh Spence	AO	\$320,925
#9	Christina Salvatore	AO	\$285,269
#10	Nikolla Lulgjuraj	AO	\$281,749
#11	Abraham Mogilevsky	Jamison Weatherspoon	\$279,244
#12	Ladan Rahbary	AO	\$245,474
#13	Alex Jankowski	Simon Arias	\$211,702
#14	Ahmad Aqel	Dustin Venekamp	\$206,945
#15	Bruno Nuro	Dustin Venekamp	\$192,560
#16	Rebecca Amundson	Simon Arias	\$185,022
#17	Kimbria Bracey	Ernest Powell	\$179,938
#18	Nancy Djendji	Jesus Romero	\$172,478
#19	Emily Klich	Dustin Venekamp	\$171,996
#20	Erald Tomorri	AO	\$171,834
#21	Dillon Zartman	S-S-Bendure-Hartwig	\$171,648
#22	Joshua Elkins	S-S-Bendure-Hartwig	\$171,382
#23	Salaur Khorrami	AO	\$168,077
#24	Tyjere Morrow	AO	\$162,432
#25	Sara Hart	AO	\$160,144

VPs as of 2/24/22

Rank	Name	Contest-to-date Production	Contest-to-date % of Baseline Prod	Contest-to-date % of New Assoc Obj
#1	Scott Dehning	\$8,133,423	87.5%	72.8%
#2	Rob Gray	\$6,997,183	86.6%	53.5%

Directors as of 2/24/22

Rank	Name	Contest-to-date Production	Contest-to-date % of Baseline Prod	Contest-to-date % of New Assoc Obj
#1	David Guzman	\$2,711,446	99.6%	48.59%
#2	John Ophals	\$3,728,405	92.3%	62.48%
#3	Diego Arango	\$1,479,957	89.7%	58.26%
#4	Rudi Camenzind	\$2,239,773	86.2%	46.84%
#5	Brian Gilmore	\$2,198,597	79.4%	68.79%

Public Relations as of Jan EOM

TOP 5 PR REPRESENTATIVES

Rank	Name	Contest-to-date % of Obj	Contest-to-date % of ORI
#1	Anna Guido Rohrer	195.79%	30.71%
#2	Patrena Smith	151.49%	24.01%
#3	Michael Palermo	146.96%	35.70%
#4	Kelly Walker	143.36%	34.43%
#5	Donna LaMontagna	141.08%	32.76%

PR REPRESENTATIVES WITH 100% OBJ

#1	Cindy Kunce	218.98%
#2	Kathy Pappas	218.27%
#3	Noel Robbins	155.36%
#4	Steve Orcheron	147.07%
#5	Kevin O'Connor	146.07%
#6	Patrick Duray	135.92%
#7	Jessica Christersson	135.44%
#8	Brenda Wadey	130.73%
#9	Maria Siero	130.35%
#10	Laurie Gruber	124.88%
#11	Krissa Hensley	124.36%
#12	Mark Flemm	116.80%
#13	Pam Monetti	111.84%
#14	Rona Pileggi Spano	109.43%
#15	Minerva Galvan	108.15%
#16	Ryan Gregoli	106.92%
#17	Lori Vaughn	105.96%
#18	Lindsay McClelland	104.07%
#19	Travis Daniels	103.86%
#20	Chas Robinson	103.18%
#21	George Farenthold	100.05%

TOP PR MANAGERS

Rank	Name	Contest-to-date % of Obj	Contest-to-date % of Growth
#1	Judy Spade	82.31%	46.83%
#2	Tamara Williams	66.41%	15.57%

The contest period is business or cards received and processed by Home Office between October 1, 2021 and March 31, 2022.

For complete qualifications, rules, and how drawing entries are accrued, refer to the ARC:
ARC.AILife.com/default.aspx & ARC.NILife.com/default.aspx



2ND CHANCE CONVENTION CONTEST



★ JANUARY STANDINGS ★

Rookie Producers

Rank	Net ALP	SGA	
1	Sonia Steele	\$45,087	Andre McCallum
2	Yoel Chacin Gonzalez	\$42,322	Jesus Romero
3	Colby Fox	\$41,118	Henderson-Locker
4	Brandon Bennett	\$36,352	Simon Arias
5	Shiva Latify	\$33,877	AO
6	Remington Bloch	\$30,957	Henderson-Locker
7	Anthony Clement	\$29,749	AO
8	Nathan Labranche	\$28,589	AO
9	Dairon Arbona Fonseca	\$24,538	Adel Alchoufinaim
10	Sallie Grayson	\$23,871	Ernest Powell
11	Michael Francoeur	\$23,573	Laura Fisher
12	Melissa Hayfa	\$21,309	AO
13	Diallo Mitchell	\$20,880	Simon Arias
14	Rosa Colmenares Borrego	\$20,381	Jesus Romero
15	Whitney Leung	\$20,174	AO
16	Cameron Labrie	\$20,055	Simon Arias
17	Courtney Weseman	\$19,331	Desi Dimitrova
18	Mariana Chirinos De Rojas	\$19,165	HO-Richardson
19	Erica Bethea	\$19,160	Simon Arias
20	Edward Nguyen	\$18,820	Andrew Mcquade

Veteran Producers

Rank	Net ALP	SGA	
1	Dianka Blash	\$55,818	AO
2	Aaron Ebel	\$51,694	AO
3	Samuel Marzula	\$43,833	Simon Arias
4	Nella Lejeune	\$36,677	AO
5	Kimbria Bracey	\$28,289	Ernest Powell
6	James Hodges	\$25,704	AO
7	Mike Sukhbaatar	\$24,965	Ernest Powell
8	Andrea Schmitt	\$22,475	AO
9	Rodney Williams	\$21,592	AO
10	Joel Nunez	\$21,450	Simon Arias
11	Jose Cuellar	\$20,796	Cindy Furer
12	Tiffiney Harmouche	\$19,017	SS-Parks-Salvaggi
13	Brent Henderson	\$18,823	Simon Arias
14	Alek Lichniak	\$18,610	Simon Arias
15	Razan Zarba	\$17,260	Mat Hart
16	Michael Carter	\$17,057	SS-Parks-Salvaggi
17	Meagan Payne	\$17,053	John Young
18	Samuel Benton	\$16,967	Dustin Venekamp
19	Kacey Morgan	\$16,884	AO
20	Ruben Gomez	\$16,630	Jesus Romero

MGA

Category	Growth	SGA	
I	Mark Neilson	3.5%	AO
II	Bobby Gujral	12.5%	AO
V	Jeremiah Russin	90.6%	Simon Arias
VIII	Daniel Umbertone	18.8%	AO
IX	Tami Chaimov	238.6%	Jamison Weatherspoon
X	Slavita Hut	47.8%	John Young
XIII	Nakita Fortin	72.8%	Denismichael Catalano
XIV	Magda Figueiredo	47.8%	Gigliione-Ackerman
XVI	Brandon Hughes	90.8%	Dustin Venekamp
XX	Travis Vaughn	19.0%	Simon Arias
Rookie	Yania Tineo Soto	1587.0%	Richardson Latino Division

RGA

Category	Growth	SGA	
III	Ashley Clarke	10.8%	Ernest Powell
V	Bobby Hamilton	49.8%	AO
VII	David Quevillon	25.8%	Mathew Hart
IX	Slavita Hut	38.0%	John Young
X	Jeremiah Russin	133.7%	Simon Arias
XIII	Shawn Lewicki	112.6%	Hart-Lewicki
XIV	Brenda Fox	128.5%	London Nelson



ENTERTAINMENT will be multi GRAMMY® Award-nominated singer, songwriter, producer, and remixer **DJ KASKADE.** Kaskade's twist on electronic dance music will have us up on our feet for our 2022 Las Vegas Convention.



*Min. 74% RTN or 80% NTG requirements apply.

**NZ agents and managers are not eligible.

***Business written to qualify for a winning spot in the 2022 Convention Second Chance Contest will also go toward 2023 Convention qualification requirements.

DISCLAIMER: Qualifying for Convention entitles one to attend only if he or she is an active American Incomer or National Incomer at the time Convention is held. Qualifiers are not eligible for monetary compensation in lieu of the trip. No substitutions or transfers are permitted.

2022 CONVENTION QUALIFIERS

Laila Abadi
 Nohelys Abad Martinez
 Noura Abdelkhalik
 Matthew Abdo
 Adem Abdula
 Chilynn Acevedo
 Justin Adams
 Samson Adelufosi
 Mickey Adkins
 Betsy Adney
 Sabrina Agostini
 Aisha Ahmad
 Mariam Alabi
 Nicola Albano
 Alberto Alcalá
 Aldaynne Aldana Bello
 Michael Alexander
 Katherine Alfonso Zerpa
 Adrain Alfred
 Erin Allen
 Rocky Allen
 Toni-Ann Allen
 Hollie Allien
 Jerry Allien
 Anthony Almeida
 Ikram Al-Shobaki
 Leonardo Alsina
 Janna Alvarado
 Jenny Alvarez
 Jorge Alvarez
 Muhammad Amawi
 Rebecca Amundson
 Christina Ande
 Al-Shakise Anderson
 Chris Anderson
 Christy Anderson
 Jenny Anderson
 Jose Anderson
 Sharissa Andreas
 Kelechi Anele
 Jennifer Anthes
 Kwabena Antwi
 Christopher Applegate

Julie Aprahamian
 Ahmad Aqel
 Jose Aranguren
 Sandra Archer
 Anacleto Arevalo
 Melissa Argomaniz
 Simon Arias
 Danial Arif
 Sandra Armendariz
 Normaned Arocho Pendas
 Malka Arony
 Justin Adams
 Carmen Arroyo
 Jillian Arshadi
 Samuel Artiz
 Darrell Asbell
 Amanda Ashley
 Muhammad Ashraf
 Adrian Atencio
 Andreina Atencio Prado
 Mark Auvil
 Christina Babcock
 Tiffany Babin-Washington
 Heddy Bahena Reyes
 Trevor Bailey
 Nadia Bailey-Robinson
 Jonathon Ballard
 Jairo Cabrera
 Anne Banco
 Bledar Bane
 Taulant Bane
 Imani Banks
 Tyson Banks
 Jose Baptista
 Janna Alvarado
 Peter Barany
 Luis Barbaresco Garcia
 Timipre Barigha
 Kenneth Barker
 Jeanine Barlettano
 Alon Barnur
 Bart Barrett
 Lorena Barriere
 Christy Anderson
 Kristi Basho
 Trace Cary
 Dalton Cassavoy
 Astrid Castellon
 Michael Castro
 Denis-Michael Catalano
 Sofia Cedeno Leal
 Garrett Cegon
 Kijara Celmel
 Natalia Beltran Hernandez
 Adrian Bendo
 Elion Bendo
 William Benline
 Christopher Bentley
 Mark Bernsdorff
 Tiffany Bertao
 Nicholas Beyer
 Omar Billy
 David Biotti
 Ryan Bisanz
 Hunter Bischoff
 Andrew Bishop
 Slav Bitman
 Alexander Black
 Nina Blackmon
 Priscilla Blanco
 Joshua Bobb-Semple
 Andrew Bogeas
 Dina Boghdady
 Nicklaus Boker
 Holly Bonhorst
 Maria Bonilla Borrego

Mario Borino
 Christopher Botelho
 Tyler Boulden
 Kristopher Bour
 Stephen Bowen
 Brent Bowling
 Adrienne Bragas
 Calvin Brewer
 Sharon Briscoe
 Andrew Brown
 Connor Brown
 Jordan Brown
 Staci Brown
 Keeland Bryant
 Carlo Buhay
 Christopher Bungay
 Mackenzie Burchett
 Tomarus Burks
 Derek Burnett
 London Burnett
 Robert Burns
 Phillip Bushee
 Kevin Butchino
 James Butler
 Eric Caballero
 Jairo Cabrera
 Jairo Cabrera Rojas
 Gregory Caldwell
 Angellese Camacho
 Carlos Camacho Medina
 Braydon Cameron
 Halima Cameron
 Andrea Caridad Perez
 Nicholas Davis
 Stephen Davis
 Caren Deanda
 Edward DeFurio
 Anthony Dell'anno
 Chris Densham
 James DePetro
 Nelson Desmond
 Lindsey Detwiller
 Donald DeVoise
 Dan Devries
 Dirk Devries
 Freddy Diaz
 Justin Diaz
 Frederik Diaz Mata
 Erian Diego
 Miguel Diego Esquivel
 Kevin Dimery
 Maria Diringer
 Cathy Dishong
 Joshua Dishong
 Irma Gallardo
 Brenda Di Somma
 Maria Galvez
 James Ganci
 Ricky Gandhi
 Omaira Garces Ramonez
 Nancy Djendji
 Nafic Djendji Abdel Khalek
 Tristan Dlabik
 Jesse Doherty
 Oscar Gastelum
 Jean M Joseph
 Yelita Dominguez
 Noris Dominguez Ramirez
 Patrick Donovan
 Amanda Dougherty
 Mac Duddy
 Viktorious Dugan
 Foad Gerges
 William Dugan
 Dustin Dunbar
 Stephanie Dunbar
 Cortney Dunlap
 Patrick Duray
 Mark Dushaj

Fernando Coiran
 Maurice Coleman
 Noella Coleman
 Carlos Colina
 Salvador Colina Acosta
 Jonathan Collins
 Pedro Colls Nunez
 Casey Combs
 Julian Committee
 Sunday Conine
 Jonathan Conner
 Matthew Conrad
 Bryce Engstrom
 Naïrobi Contreras
 Edwin Contreras Ojeda
 Stephen Coons
 Britton Costa
 Hector Cruz
 Beau Cullen
 Jonathan Da-Al
 Susan daCruz
 Arianna Daluz
 Jessica Daniels
 Travis Daniels
 David Ferriolo
 Elijah Findley
 Nicholas Finley
 Laura Fisher
 Rachael Fleming
 Taurean Flournoy
 Brandine Floyd
 Fred Fogg
 Daniel Foore
 Derek Foore
 Farnaz Fotovat Ahmadi
 Mavrick Fredericks
 Roger Fredericks
 Arif Hajro
 Carlos Frias Caraballo
 Indira Frias Pacheco
 Clayton Fridton
 Seth Frisby-Jack
 Isaac Fuentes
 Raven Fugate
 Johnny Fuller
 Jesse Fuller
 Roger Fung
 Marc Futterweit
 Irma Gallardo
 Brenda Di Somma
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 Cortney Dunlap
 Patrick Duray
 Mark Dushaj

Lincoln Dziekonski
 Sharon Eckenrod
 Dustin Edgell
 Joshua Eglyud
 Ahmed Elagrab
 Joshua Elkins
 Shanna Eller
 Maxon Elzvier
 Christian Gajcaj
 Alexander Gomez
 Nicholas Gomez
 Bryce Gomez Castillo
 Eddie Gonzales
 Alma B Gonzalez
 Hemerson Gonzalez
 Joshua Goodman
 Michelle Gould
 Daryl Graham
 Greg Graham
 Jordan Graham
 Nathan Hunt
 Raiq Hussain
 James Kopparr
 Sylvania Faucher
 Andi Ifthi
 Eno Ifthi
 Sokol Fazliu
 Anthony Greco
 Alexandria Greer
 Donald Gregoire
 Melissa Grieb
 Venus Grier
 Alexander Gross
 Dylan Jackson
 Joshua Jackson
 Lamarcus Jackson
 Robert Jackson
 Henry Jacobs
 Lejla Jacobsen
 Alexandra Jaeger
 Fatima Jaguros
 Alan Jaime
 Carlos Jaimes Acosta
 Taleb Jammoul Hajali
 Jusem Hajali
 Mario Hajro
 Michael Jang
 Alex Jankowski
 Tina Janti
 Jennifer Jantzen
 Ryan Jarvie
 Kimberley Larsen
 Jordyn Lavigne
 Benci Lavorini
 Lisa Lawrence
 Victor Ledesma
 Evan Lee
 Monica Lee
 Tyler Lefebvre
 Thor Leighton
 Pedro Lemos
 Edward Leon
 Chris Lewis
 Devin Lewis
 Donald Lewis
 Kolbie Lewis
 Joe Lwo
 Daniel Li
 Nicholas Liening
 Dawid Liniewski
 Natalie Linker
 Andres Liranzo
 Gloria Hernandez Gamero
 Sabrina Lloyd
 Julia Loboda
 Michael Locke
 Patrick Locke
 Mark Lomonaco
 Alexandra Longo

Blake Higuchi
 Chuck Hill
 Daniel Hirsch
 Breann Hoenig
 Kelly Ekker
 Marsei Hogan
 Samuel Holden
 Frederick Holguin
 Jessie Holland
 Tyrese Holland
 Barbara Hollinshed
 Chalisa Holmes
 Bryce Engstrom
 Eddie Gonzales
 Alma B Gonzalez
 Hemerson Gonzalez
 Joshua Goodman
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 Daryl Graham
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Pa Alieu Kasseh
 Kori Keils
 Stephanie Kell
 Sierra Kelsey
 Joey Kennedy
 Matthew Kerfoot
 Zachey Kertulis
 Ashkan Khoshmagham
 Adam Kidikas
 Jake Kim
 Jenny Kim
 Meardea Kim
 Barbara King
 Johnathon King
 Emily Klich
 Hans Klink
 Ryan Hritz
 Preston Klutz
 Patrick Knouse
 Gabrielle Kolar
 Ashley Koppach
 Alipate Makaui
 Selina Maldonado
 Michael Maloney
 Lubraska Iguaro
 Ender Fernando Marcano
 Calvin Irving
 Christian Margarum
 Carlos Marin
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 Desmond Martin
 Lacy Martin
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 Reinaldo Martinez
 Doris Martinez Garcia
 Dana Martin Gonzalez
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 Fatima Mashriqi
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 Derrick Mason
 Ryan Mason
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 Brenden Matcham
 Tension Mather
 Jose Matos
 Oliany Matos Abella
 Brinsley Maughan-Evanson
 Brody Maughan-Evanson
 Sione Maumau
 Betania Maury Cermeno
 Jeffrey May
 David Mayfield
 Tim McAdams
 Ariel McAllister
 Kathleen McArthur
 Lebert McBean
 Shantasia McCain
 Joseph McCallister
 Karl McCleery
 Bryan McDonald
 Montana McDonald
 Matthew McDowell
 Sullen Nguyen
 Chris McFoy
 Christopher McGlynn
 Zachey McHattie
 Ryan McIntosh
 Mark McKeown
 Michael McKiernan

Victoria Lopes
 Bernardo Lopez
 Stevie Lopez
 Yrmaly Lopez
 Jacqueline Lowe
 Ana Lozada
 Josefina Lugo
 Maria Lugo Rincon
 Nikolla Lulgjuraj
 Abigail Luna Rodriguez
 Mariah Luquin Botello
 Amanda Lustbader
 Outtara Ly-Beltre
 Rea Lynch
 Melinda-Rae Lyse
 Jill Lytle
 Glenn Macaso
 Ana Machado Rodriguez
 Austin Macias
 Kurt James MacMillan
 Rochelle Magpantay
 Riely Maher
 Jordan A Miller
 Alipate Makaui
 Selina Maldonado
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 Ryan McIntosh
 Mark McKeown
 Michael McKiernan

Tyler McKnight
 Chad McLaughlin
 Mitchell McLaughlin
 Andrew McQuade
 Bruno Nuro
 Rafael Melendez
 David Melendrez
 Iv Menache
 Marcos Mendoza Cedeño
 Catalina Mendoza Hernandez
 Tyler Menge
 Claudio Merizaj
 Silas Merkel
 Sean Merritt
 Elio Mertiri
 Ervin Metaj
 Ryan Michelin
 Tanner Midlick
 Patrick Knouse
 Gabrielle Kolar
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 Zachey McHattie
 Ryan McIntosh
 Mark McKeown
 Michael McKiernan

Joshua Notte
 Oleg Novitchii
 Katherine Nummy
 Juan Nunez
 Bruno Nuro
 Rafael Melendez
 David Melendrez
 Iv Menache
 Marcos Mendoza Cedeño
 Catalina Mendoza Hernandez
 Tyler Menge
 Claudio Merizaj
 Silas Merkel
 Sean Merritt
 Elio Mertiri
 Ervin Metaj
 Ryan Michelin
 Tanner Midlick
 Patrick Knouse
 Gabrielle Kolar
 Ashley Koppach
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 Ryan McIntosh
 Mark McKeown
 Michael McKiernan

List current as of printing



2021 CLUB QUALIFIERS



Million Dollar Club

4 MDC Qualifier	SGA	1 MDC Qualifier	SGA
Max Quasem	Cohen-Velasquez	Andrew Chambers	Philip Prata
		Douglas Clarke	Brian Schreiter
		Elifranc Deus	Tom Williams
2 MDC Qualifier	SGA	Lamine Diakhate	Satti-Kanaan
Ross Ewen	Kevin Holtz	Lincoln Dziekonski	AO
Brock Lampe	Dustin Venekamp	Dustin Edgell	Zach Hart
Amy Shui	Giglione-Ackerman	Carly Ferraro	S-S-Parks-Salvaggi
		Roger Fredericks	AO
1 MDC Qualifier	SGA	Roger Fung	Mathew Hart
Jenny Alvarez	Theodore Pappas	Oscar Gastelum	Cindy Furer
Carmen Arroyo	Theodore Pappas	Alma B Gonzalez	Andrew McQuade
Trevor Bailey	Satti-Kanaan	Kashala Guiden	Sabrina Lloyd
Dina Boghdady	AO		

Founder's Club

Agent	SGA	Qual	Agent	SGA	Qual
Max Quasem	Cohen-Velasquez	53	Michael Geyer	Simon Arias	2
Lily Sakai	Cohen-Velasquez	37	Giorgi Gogidze	Albert Serur	2
Michael van Delft	Satti-Kanaan	24	Kashala Guiden	Sabrina Lloyd	2
Muhammed Ashraf	Theodore Pappas	16	Carrington Hanna	AO	2
Joachim Jean	Laura Fisher	15	DeAnthony Hartman	Zach Hart	2
Bruce Tan	AO	12	Robert Jackson	Simon Arias	2
Joseph Sarasin	S-S-Bendure-Hartwig	11	Tina Janti	AO	2
Alipate Makau	Steve Friedlander	10	Ashkan Khoshmagham	AO	2
Oleg Novitchii	S-S-Parks-Salvaggi	9	Kasali Kotun	Williams-Akinade-Musso	2
Dina Boghdady	AO	7	Alexandra Longo	Hart-Lewicki	2
Douglas Clarke	Joseph Diecedue	7	Joseph Michelin	Laura Fisher	2
Roger Fredericks	AO	7	Ashley Mysza	Tommy Vena	2
Bryan Juskiw	S-S-Bendure-Hartwig	7	Daniel Paravisini	AO	2
Mike Reed	AO	7	Ladan Rahbary	AO	2
Carmen Arroyo	Theodore Pappas	6	Jonathan Rindt	Simon Arias	2
Aref Sayegh	Satti-Kanaan	6	Hernan Rodriguez Becerra	Jesus Romero	2
Michael Battaglio	Evan Holzauer	5	Romal Omid	Mathew Hart	2
Joshua Dishong	S-S-Bendure-Hartwig	5	Arturo Romero	S-S-Parks-Salvaggi	2
Kevin Gillum	AO	5	Alex Smith	AO	2
Yolette Mompont	Tom Williams	5	Denis Snyder	AO	2
Ellen Tuttle	Brett Gryska	5	Scott Whitford	Ryan Bisanz	2
Tony Georges	S-S-Parks-Salvaggi	4	Trevor Bailey	Satti-Kanaan	1
Kevin Ishikane	AO	4	Kristi Basho	AO	1
Duni Olusegun	James Cunningham	4	Ranjana Chopra	Chalom-Chalom	1
Richard Sidoti	AO	4	Ryan Clawson	S-S-Parks-Salvaggi	1
Joel Trask	Satti-Kanaan	4	Nicholas Davis	Tom Williams	1
Matthew Zang	AO	4	Caren Deanda	Mathew Hart	1
Roger Fung	Mathew Hart	3	Lamine Diakhate	Satti-Kanaan	1
Derrick Mason	Chad Deley	3	Nancy Djendji	Jesus Romero	1
Alex Miller	Cohen-Velasquez	3	Noris Dominguez Ramirez	Jesus Romero	1
Kristopher Bour	S-S-Bendure-Hartwig	2	Kurt Evans	Josh West	1
Travis Carpenter	AO	2	Oscar Gastelum	Cindy Furer	1
Jonathan Da-Al	Steve Friedlander	2	Fouad Gerges	Satti-Kanaan	1
Truman Falkner	Blake Ralston	2	Jillian Getz	AO	1
Jesse Fullmer	AO	2	Christian Gojcaj	AO	1

President's Club

Agent	SGA	Qual	Agent	SGA	Qual
Max Quasem	Cohen-Velasquez	18	Trevor Bailey	Satti-Kanaan	2
Alan Sedaghat	AO	17	Jillian Getz	AO	2
Lily Sakai	Cohen-Velasquez	16	DeAnthony Hartman	Zach Hart	2
Brock Lampe	Dustin Venekamp	10	Alexandra Longo	Hart-Lewicki	2
Michael van Delft	Satti-Kanaan	10	Derrick Mason	Chad Deley	2
Muhammed Ashraf	Theodore Pappas	8	Joseph Michelin	Laura Fisher	2
Joey Kennedy	AO	8	Troy Plummer	AO	2
Bryan Juskiw	S-S-Bendure-Hartwig	7	Ladan Rahbary	AO	2
Joseph Sarasin	S-S-Bendure-Hartwig	7	Melinda Skinner	Weatherspoon-Harris	2
Dina Boghdady	AO	6	Alex Smith	AO	2
Douglas Clarke	Brian Schreiter	6	Scott Whitford	Ryan Bisanz	2
Jordan Graham	Sabrina Lloyd	6	Chris Anderson	Mathew Hart	1
Kevin Ishikane	AO	6	Ahmad Aqel	Dustin Venekamp	1
Joachim Jean	Laura Fisher	6	Alon Barnur	AO	1
Alipate Makau	Steve Friedlander	6	Kristi Basho	AO	1
Oleg Novitchii	S-S-Parks-Salvaggi	6	Stephen Bowen	AO	1
Kevin Gillum	AO	5	Andrew Brown	AO	1
Irma Gallardo	AO	4	Hector Cruz	Henderson-Locker	1
Tony Georges	S-S-Parks-Salvaggi	4	Joshua Dishong	S-S-Bendure-Hartwig	1
Kashala Guiden	Sabrina Lloyd	4	Nancy Djendji	Jesus Romero	1
Jadwiga Martins	AO	4	Joshua Elkins	S-S-Bendure-Hartwig	1
Ellen Tuttle	Brett Gryska	4	Kurt Evans	Josh West	1
Carmen Arroyo	Theodore Pappas	3	Marshall Fernandez	AO	1
Michael Battaglio	Evan Holzauer	3	Roger Fung	Mathew Hart	1
Andrew Chambers	Philip Prata	3	Michael Geyer	Simon Arias	1
Roger Fredericks	AO	3	Carrington Hanna	AO	1
Jesse Fullmer	AO	3	Sara Hart	AO	1
Tina Janti	AO	3	Andi Iftiu	AO	1
Alex Miller	Cohen-Velasquez	3	Mathew Kahwaji	AO	1
Mike Reed	AO	3	Ashkan Khoshmagham	AO	1
Aref Sayegh	Satti-Kanaan	3	Emily Klich	Dustin Venekamp	1
Matthew Zang	AO	3	Logan Klink	Simon Arias	1

PR Rep	Director	Qual
Malka Arony	Denise Gilbert	16
Chuck Hill	Denise Gilbert	7
Brenda DiSomma	Michelle Baxter	5

PR Marketing Specialist Most Generated Cards in Calendar Year	Director	Qual
Pam Monetti	Patti Morgan	1



WHAT I LEARN FROM WATCHING ATHLETES AT THE OLYMPICS



Domenico Bertini

Division Executive Vice President
American Income Life &
National Income Life Divisions

While we are in the middle of the Winter Olympics, I'd like to talk about our own Olympic Agents.

It takes more than championship material to make an Olympian agent. The agent still must do the hard work in the field but what goes on outside of the field is just as important. I am talking about teachers and coaches, our leaders—without them it would be very hard for any agent to reach new performance heights.

The best leaders devise strategies for taking the champion's potential and turning it into tangible results. It takes timing, persuasion, negotiation, and a bit of luck.

Champion agents who are truly the best have a gradual building process of clearly defined:

1. ALP goals
2. Activity plan of appointments, presentations, sales etc.
3. Desire to win the title

It is a bit of mathematics mixed with a lot of competitive spirit.

Everyone agrees that physical endurance and skill are the two major components of a champions' success. As it is in sports, it is in our business. Staying fit will allow you to endure those long days selling but staying

sharp will win you sales. Have you noticed how champions practice 90% of their time and only spend 10% of their time performing? You know why? Because without that practice they would not even make the team.

So, how much time do you spend practicing your skills? Your selling skills starting with Rapport Establishing skills, to Fact-Finding" skills, followed by Presentation Skills and Closing Skills! Practicing these skills will enable you to develop a mental capacity to focus on your sales, especially when you are with the customer starting a presentation. When we think of athletes, often we think about their physical ability, but in reality, it's their mental capacity to focus on the game or challenge that will bring victory or not. And this focus comes from great training that will give you the confidence to know you cannot fail.

Have you noticed how at press conferences, following a losing game, interviewed athletes never say "I didn't feel like playing, or running, or passing the ball," but they will always say things like "We could not concentrate," "We were not mentally ready," etc.? Those athletes understand how important concentration is when competing.

How focused are you when you are in front of customers? Are you listening attentively to the answers to your questions? A customer's desire to buy is always hidden in the answer to your questions. How focused are you on delivering the best presentation of all times, anytime you are with a customer? To be a better salesperson does not mean that you have to work harder and longer hours, it could mean that you need to work on all the components of your training, the mental aspect being part of it. Only regular practice can help you attain the skills needed to win. Once

we have developed this mental skill, then you will see it automatically during your performance.

We are a company where an agent's debut can mean coming up against the long-time champion, and yet winning the fight. I believe expertise and results have little to do with tenure sometimes. Getting better, becoming a performer, requires effort that takes us out of our comfort zone and challenges us to improve our results.

Everything is possible with mathematics and a competitive spirit. Couple that with good training and you have the recipe for an Olympian American Incomer or National Incomer in the making.

An AIL-NILICO Olympian Agent is someone who believes he/she can win. Their mind and outlook have an incredible impact on their results. They have already identified their natural talents and merged them with knowledge, skill, and motivation; that's why they win every week.

They are disciplined because they don't like to experience the pain of disappointment. They can develop a plan and follow it to the end, adjusting if needed along the way. They practice, that's why they are perfect.

They don't get disheartened when they experience setbacks; they keep trying until their time comes because they understand that success is inevitable. They know the best way to forecast the future is to create it.

When they win, they congratulate others in the competition and respect them for their efforts. Most importantly, they know how to have fun.

The AIL-NILICO Olympic team is open to anyone who wants to be an Olympian.

Work hard, have fun, dig deep, stretch and dream big! 🏆

AIL/NILICO

2021 AWARD WINNERS

Rookie Individual Producer of the Year



ROOKIE PRODUCERS

#1 Carrington Hanna
Net ALP: \$379,988
RTN: 90.6
SGA: AO

#2 Ervin Metaj
Net ALP: \$378,914
RTN: 89.1
SGA: Dustin Venekamp

#3 Damaris Trejo
Net ALP: \$347,892
NTG: 96
SGA: Sabrina Lloyd

#4 Ladan Rahbary
Net ALP: \$346,969
RTN: 92.4
SGA: AO

#5 Ashley Mysza
Net ALP: \$346,606
RTN: 82.1
SGA: Tommy Vena

#6 Firat Ucar
Net ALP: \$332,404
NTG: 91
SGA: Dustin Venekamp

#7 Josh Spence
Net ALP: \$331,700
RTN: 82.2
SGA: AO

#8 Spencer Kozej
Net ALP: \$321,976
RTN: 83.0
SGA: Simon Arias

#9 Christina Salvatore
Net ALP: \$312,297
RTN: 73.2
SGA: AO

#10 Marshall Fernandez
Net ALP: \$309,083
NTG: 94
SGA: AO

Veteran Individual Producer of the Year



VETERAN PRODUCERS

#1 Daniel Paravisini
Net ALP: \$911,722
RTN: 92.7
SGA: AO

#2 Oleg Novitchii
Net ALP: \$721,785
RTN: 83.2
SGA: S-S-Parks-Salvaggi

#3 Joshua Dishong
Net ALP: \$654,735
RTN: 83.3
SGA: S-S-Bendure-Hartwig

#4 Duni Olusegun
Net ALP: \$596,065
RTN: 82.6
SGA: Phillip Waisman

#5 Carmen Arroyo
Net ALP: \$590,349
RTN: 81.5
SGA: Theodore Pappas

#6 Arturo Romero
Net ALP: \$486,262
RTN: 77.5
SGA: S-S-Parks-Salvaggi

#7 Michael van Delft
Net ALP: \$474,822
RTN: 88.5
SGA: Satti-Kanaan

#8 Aref Sayegh
Net ALP: \$469,887
RTN: 89.5
SGA: Satti-Kanaan

#9 Kevin Ishikane
Net ALP: \$461,945
RTN: 89.1
SGA: AO

#10 Roger Fung
Net ALP: \$450,123
RTN: 80.3
SGA: Mathew Hart



SUPERVISING AGENTS

#1 Sean Taylor
First 6 Mo: \$380,644
NTG: 90
SGA: Henderson-Locker

#2 Kristi Basho
First 6 Mo: \$276,131
RTN: 77.2
SGA: AO

#3 Agnieszka Kuser
First 6 Mo: \$242,840
RTN: 85.3
SGA: Sabrina Lloyd

#4 Cory Moncol
First 6 Mo: \$226,811
RTN: 85.8
SGA: S-S-Parks-Salvaggi

#5 Klaudio Merizaj
First 6 Mo: \$221,251
RTN: 81.6
SGA: AO



GENERAL AGENTS

#1 Bledar Bane
First 6 Mo: \$807,015
RTN: 86.3
SGA: Dustin Venekamp

#2 Moriah Chandler
First 6 Mo: \$786,828
RTN: 82.5
SGA: Henderson-Locker

#3 Jillian Getz
First 6 Mo: \$644,238
RTN: 80.5
SGA: AO

#4 Taleb Jammoul Hajali
First 6 Mo: \$526,601
RTN: 84.9
SGA: Beto Quintero

#5 Ervin Metaj
First 6 Mo: \$500,151
RTN: 88.7
SGA: Dustin Venekamp

= Record-breaker

More



2021 AWARD WINNERS



MGA CATEGORY I

#1 Josh Olin
Growth: 3.9%
Net ALP: \$2,216,186
RTN: 79.8
SGA: AO



MGA CATEGORY II

#1 Eric Thompson
Growth: 40.3%
Net ALP: \$2,206,823
RTN: 84.5
SGA: S-S-Parks-Salvaggi



MGA CATEGORY III

#1 David Carpenter
Growth: 187.6%
Net ALP: \$3,962,381
RTN: 81.0
SGA: Dustin Venekamp



MGA CATEGORY IV

#1 Brody Maughan-Evanson
Growth: 126.8%
Net ALP: \$2,143,837
RTN: 81.9
SGA: Simon Arias



MGA CATEGORY V

#1 Gabriela Sime
Growth: 69.1%
Net ALP: \$1,410,511
RTN: 83.2
SGA: Fisher-Zuzick



RGA CATEGORY I

#1 Robert Janev
Growth: 30.8%
Net ALP: \$5,703,183
RTN: 81.3
SGA: Sabrina Lloyd



RGA CATEGORY II

#1 David Carpenter
Growth: 52.0%
Net ALP: \$5,383,838
RTN: 83.7
SGA: Dustin Venekamp



RGA CATEGORY III

#1 Kimberly Hamilton
Growth: 33.3%
Net ALP: \$3,262,436
RTN: 82.6
SGA: Brett Gryska



RGA CATEGORY IV

#1 Romal Omid
Growth: 18.0%
Net ALP: \$2,532,423
RTN: 74.3
SGA: Mathew Hart



RGA CATEGORY V

#1 Scott Wheeler
Growth: 37.0%
Net ALP: \$2,072,686
RTN: 82.3
SGA: Satti-Kanaan



MGA CATEGORY VI

#1 Taurean Flournoy
Growth: 55.9%
Net ALP: \$1,178,665
RTN: 80.2
SGA: Weatherspoon-Harris



MGA CATEGORY VII

#1 Daniel G Johnson
Growth: 66.1%
Net ALP: \$1,087,364
RTN: 80.1
SGA: Andre McCallum



MGA CATEGORY VIII

#1 Mark Bernsdorff
Growth: 121.8%
Net ALP: \$1,437,474
RTN: 80.8
SGA: Simon Arias



MGA CATEGORY IX

#1 Scott Wheeler
Growth: 142.5%
Net ALP: \$1,612,319
RTN: 86.3
SGA: Satti-Kanaan



MGA CATEGORY X

#1 Justin Sutton
Growth: 113.5%
Net ALP: \$1,051,632
RTN: 80.4
SGA: Giddens-Giddens



RGA CATEGORY VI

#1 Andrew Bishop
Growth: 80.9%
Net ALP: \$2,377,939
RTN: 88.3
SGA: AO



RGA CATEGORY VII

#1 Mario Hajro
Growth: 357.4%
Net ALP: \$5,256,017
RTN: 79.8
SGA: AO



RGA CATEGORY VIII

#1 Adam Kidikas
Growth: 52.4%
Net ALP: \$1,612,752
RTN: 86.8
SGA: Josh West



RGA CATEGORY IX

#1 Gabriela Sime
Growth: 61.7%
Net ALP: \$1,480,111
RTN: 81.3
SGA: Fisher-Zuzick



RGA CATEGORY X

#1 Casey Kunash
Growth: 139.3%
Net ALP: \$1,628,291
RTN: 79.3
SGA: Tommy Vena



MGA CATEGORY XI

#1 Carlo Buhay
Growth: 91.1%
Net ALP: \$801,996
RTN: 75.2
SGA: AO



MGA CATEGORY XII

#1 Brandon Minor
Growth: 120.6%
Net ALP: \$905,580
RTN: 89.8
SGA: AO



MGA CATEGORY XIII

#1 Jesse Fullmer
Growth: 85.6%
Net ALP: \$580,405
RTN: 90.4
SGA: AO



MGA CATEGORY XIV

#1 Kevin Butchino
Growth: 74.1%
Net ALP: \$512,443
RTN: 81.7
SGA: Gabriel Feldmann



MGA CATEGORY XV

#1 Ronald Rivera
Growth: 89.8%
Net ALP: \$457,378
RTN: 84.5
SGA: Cohen-Velasquez



RGA CATEGORY XI

#1 Tyler Boulden
Growth: 57.1%
Net ALP: \$997,533
RTN: 83.2
SGA: Josh West



RGA CATEGORY XII

#1 Brandon Minor
Growth: 111.9%
Net ALP: \$852,970
RTN: 89.8
SGA: AO



RGA CATEGORY XIII

#1 Alon Barnur
Growth: 236.0%
Net ALP: \$411,386
RTN: 90.9
SGA: AO



MGA CATEGORY XVI

#1 Rielly Maher
Growth: 239.6%
Net ALP: \$626,995
RTN: 79.6
SGA: AO



MGA CATEGORY XVII

#1 Tina Skalkos
Growth: 618.9%
Net ALP: \$312,930
RTN: 88.7
SGA: AO



MGA CATEGORY XVIII

#1 Noella Coleman
Growth: 135.3%
Net ALP: \$62,760
RTN: 83.9
SGA: AO

More



2021 AWARD WINNERS

SGA of the Year



#1 Dustin Venekamp
17.2% Net ALP Growth
RTN: 81.9



#1 Sabrina Lloyd
39.4% Net ALP Growth
RTN: 81.6



#1 Arias-Dlabik
32.0% Net ALP Growth
RTN: 82.1



#1 Nick Moore
61.0% Net ALP Growth
RTN: 84.2



#1 Malka Arony
123.4% of Objective
Dir: Denise Gilbert



#1 Lori Vaughn
102.4% of Objective
Dir: Denise Gilbert



#1 Krissa Hensley
124.9% of Objective
Dir: Michelle Baxter



#1 Cindy Kunce
121.9% of Objective
Dir: Michelle Baxter



#1 Josh West
55.0% Net ALP Growth
RTN: 85.9



#1 Hemerson Gonzalez
32.6% Net ALP Growth
RTN: 73.1



#1 Andrew McQuade
104.7% Net ALP Growth
RTN: 82.9



#1 Kevin Holtz
20.4% Net ALP Growth
RTN: 80.5



#1 Maria Siero
169.6% of Objective
Dir: Patti Morgan



#1 Kelly Walker
144.4% of Objective
Dir: Patti Morgan



#1 Jessica Christersson
122.5% of Objective
Dir: Patti Morgan



#1 Patrick Duray
152.0% of Objective
Dir: Denise Gilbert



#1 Fisher-Zuzick
60.6% Net ALP Growth
RTN: 81.1



#1 Tommy Vena
129.0% Net ALP Growth
RTN: 77.5



#1 Moswen Taylor
20.1% Net ALP Growth
RTN: 85.7



#1 Jeremy Rivers
103.6% Net ALP Objective
RTN: 80.3



#1 Al Wall
5,804 Original Cards
Dir: Jacqueline Lowe



#1 Christa Davis
116.4% of Objective
Dir: Denise Gilbert



#1 Katherine Pratt
111.5% of Objective
Dir: Denise Gilbert



#1 Lacy Martin
100.9% of Objective
Dir: Patti Morgan



#1 Natalie Linker
44.76% Net ALP Growth



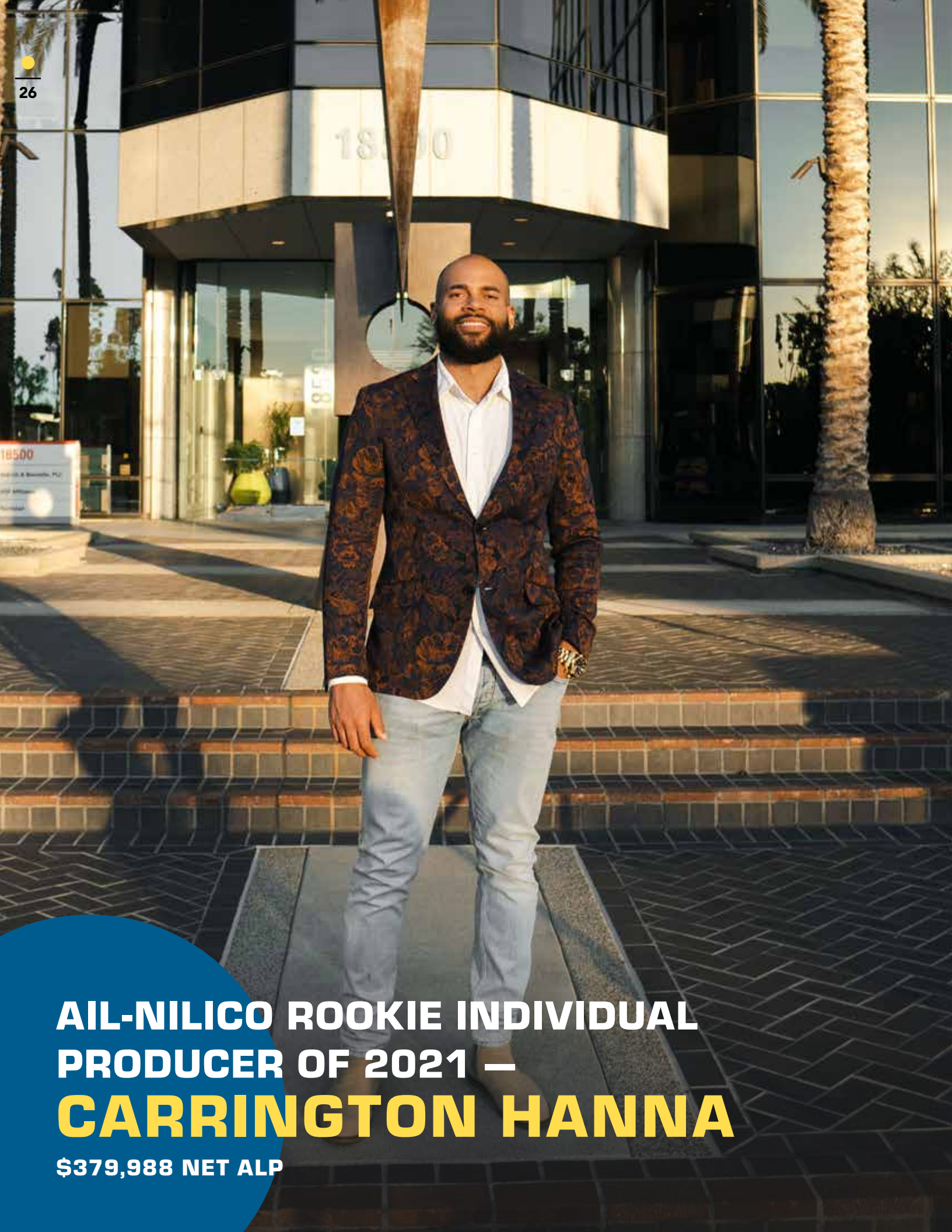
#1 Fred Hadayia
18.58% Net ALP Growth



#1 Denise Gilbert
94.2% of Objective

EC = 2022 Executive Council Member





AIL-NILICO ROOKIE INDIVIDUAL PRODUCER OF 2021 — CARRINGTON HANNA

\$379,988 NET ALP

“EVERYTHING WE WANT IS WITHIN US.”

PAST

- Grew up in Cleveland with Mario Hajro and Enzo Iftiu
- Competitive, sports-oriented
- Biology degree from University of Sioux Falls
- Played college and pro football
- Coincidentally moved to Corona, CA where Mario and Enzo opened an AIL office

PRESENT

- I put my clients in the best position possible; I feel the same satisfaction with people I bring to the company
- Being the top rookie producer wasn't on my mind. When I got to the top 5, I knew I had to win.
- I only won by \$1,074! That's what competition is all about! Are you willing to do more than your competitor is willing to do?

FUTURE

- I want to leave a legacy, help others to grow. That's what our management team has given to me.
- Life doesn't happen to us, we happen to life. I get to create the reality I want to live in.
- Everybody can be successful; it's what you believe in your mind, your heart, and what you expect out of life. Everything we want is within us.

What a tremendous finish to the year Carrington! We all know the hard work you put in - the example you set for your team and the entire company is one that we are proud of. This is just the beginning for you; we are excited to see the leader you become as you move into the next chapter.

RICK ALTIG, ROB HAY, JAMES HILL

Congratulations, Carrington. 2021 will be remembered as the year your dedication and incredible work ethic led you to finish as the #1 Rookie of the Year. You flipped the switch for enthusiasm and class. Keep the switch on and let's keep making history.

MARIO HAJRO, RGA (AO)

Your ability to win the year is no surprise to anyone that knows you. You have reached the pinnacles at all stages in your life! You're a superstar! May today's success be the beginning of tomorrow's achievements.

ENZO IFTIU, MGA (AO)



AIL-NILICO VETERAN INDIVIDUAL PRODUCER OF 2021 —

DANIEL PARAVISINI

\$911,722 NET ALP



“LET YOUR NUMBERS DO THE TALKING.”

DANIEL PARAVISINI is a perfect illustration of the saying that if you really put your mind to something, nothing can stop you. From deciding in March of 2021 to pursue the goal of top sales agent at AIL-NILICO, until the end of the year, “I just went berserk. I didn’t take one day off, he says. “... except my birthday,” he adds, laughing.

Daniel met his goal and crushed the previous production record, writing \$911,722 in Net ALP. “Breaking the record was great but the last two

months were an even bigger feat. I went from about \$127,000 Net ALP in November then finished December with more than \$163,000! That’s crazy!” In December, he became the fastest person ever to qualify for the Million Dollar Club. His performance also earned him the coveted AIL Divisional Sales Award at the annual Globe Life Achievement Awards.

“I knew if I was going to go after the record, I would need very high volume, a high number

of sales, and the business needed to stick. My quality needed to be high (92.7%). I didn’t want to get high numbers then have a bunch of fall-off,” Daniel explains. “I was making 4-8 sales a day, sometimes more than that. The last week in December, I had a day where I sat 18 people and sold 15 of them!”

Daniel had success at several sales jobs before being personally recruited to the Altig Organization in July of 2019. “All my free time

was spent perfecting my craft and working hard,” he says. It was during this time that Daniel found what he enjoys most and is best at: servicing policyholders through POS leads. He says he wants to perfect working referral leads and improve at selling to seniors.

When it comes to dealing with clients, Daniel takes an advisory approach. “When I sit in front of a customer, I believe the customer is first – what’s best for them – even if my commission may not be as high as if I had put them in a different product. There’s satisfaction when I leave; I know that I helped them.”

Daniel says God is his inspiration and resource. “I don’t drink. I don’t party. I don’t believe in living a double life. I want to be authentic at all times. My life is a story being written and I want my story to be a good read for the Man upstairs.” For now, he’ll continue to work hard and will decide at Convention whether to go after his own record or turn his attention to management.

When asked what he has learned in his career so far, he offers the wisdom of experience. “You have a lot of voices coming at you but you need to have a goal and a plan and walk it. You can do it or you can talk about it. If you want to break records, work hard and let your numbers do the talking. My record should be broken, and that record should be broken, and so on.”

Sounds like a challenge. Any takers?

Congratulations, Daniel!

Words truly cannot describe what you just accomplished, Daniel. They can't describe the hard work and dedication it took to achieve something no person in the history of the company has done before. The inspiration that you will be to so many now that they are shown that this opportunity is truly unlimited. To do this after being with the company for such a short amount of time is truly remarkable. This was unthinkable just a few years ago for any producer. You made it happen. You have set the mark that everyone will be chasing in the years to come. We cannot wait to see what is in store for you next.

RICK ALTIG, ROB HAY, JAMES HILL

Daniel, keep being amazing, and keep setting the pace for us. I want to give you a huge shout-out for inspiring me and so many others. What you accomplished in such a short time with the company was record-breaking! You are just getting started, brother. I can't wait to see what you do in '22! LETS GO!

KEVIN GILLUM, MGA (AO)

Congratulations Daniel, on \$911k from March to December! WOW. You showed a level of work ethic no one has ever seen before. There are a few people in this world who accept nothing short of excellence and that describes you. A mind that is stretched by a new experience can never go back to its original dimension and 2021 was The Daniel Parvesini Show. You opened up everyone's mind to what is possible working virtually. Your future is so bright. I am excited for the rest of the company to get to know you because you are a great guy and have incredible discipline. You will be one of the top leaders next! Let's Grow!

MARIO HAJRO, RGA (AO)

What an amazing year it was. You didn't take time for granted. From coast to coast you showed up to serve your clients. In all my years at AIL I've never seen such raw dedication and work ethic. You called your shots, and you hit them all. Helping each client was a huge motivator, and you succeeded in helping so many. Your retention is a testament to that motivation. I appreciate you, and your passion for success. What a year!

RYAN STENGLEIN, MGA (AO)



VIBRA LATINA

Rodéate de personas con la misma visión



EN ESTA ÉPOCA DEL AÑO, celebramos a las personas que amamos, como parejas, familiares, amigos, etc. Sin embargo, a pesar de que nos aman y quieren lo mejor para cada uno de nosotros, a veces ellos no comparten la misma visión y se convierten en "Mata Sueños". Estas acciones interfieren con nuestros sueños, deseos y ambiciones y no nos permiten pasar al siguiente nivel.

Alguien dijo una vez que si miramos a las personas en nuestro círculo y no nos inspiramos para crecer más allá de nosotros mismos, no tenemos un círculo; tenemos una jaula.

Mira a tu alrededor y cuenta el número de personas en tu círculo que realmente te inspiran a ser una mejor versión de ti mismo.

No necesitas multimillonarios, celebridades o atletas nacionales para inspirarte. Las personas con las que te rodeas diariamente tienen una influencia considerable sobre tu mentalidad y, a su vez, tus acciones. Es esencial rodearse de personas que te empujen a ser mejor de lo que eras ayer.

Ten cuidado con esas personas que limitan tu mentalidad, y como dijo Jim Rohn: "Eres el promedio

Angel Martinez
Regional Director of Sales



de las cinco personas con las que pasas más tiempo". Si queremos hacer una diferencia en este mundo y realizar nuestro potencial, debemos estar cerca de personas que nos empujen a convertirnos en nuestra mejor versión.

Estamos en una empresa que facilita el camino para ayudar a las familias, cambiar el estado de nuestra vida y hacernos mejores personas con una visión y perspectiva claras. Estoy cerca de mis 10 años con ALL, y en este momento, puedo decir que he encontrado el "Sueño Americano". Dándole a nuestras familias el Sueño Americano que establecimos como una meta para proveer a nuestras familias y a nosotros. Dejamos nuestra cultura, familias y país persiguiendo esto; hagámoslo realidad. Trabajemos duro, no perdamos de vista nuestras metas, y las personas que amamos disfrutarán de la cosecha de nuestro arduo trabajo y entenderán nuestra visión. 54

Surround Yourself with People with the Same Vision

A T THIS TIME OF THE YEAR, we celebrate the people we love – partners, family, friends, etc. Even though they love us and want the best for each one of us, sometimes they do not share our same vision and become "Dream Killers." Their actions interfere with our dreams, desires, and ambitions and do not encourage us to move to the next level.

Someone once said if we look at the people in our circle and don't get inspired to grow beyond ourselves, we don't have a circle; we have a cage. Look around you and count the number of people in your circle who genuinely inspire you to be a better version of yourself.

You don't need multi-millionaires, celebrities, or national athletes to inspire you. The people you surround yourself with daily have a considerable influence over your mindset and, in turn, your actions. It's essential to surround yourself with people who push you to be better than you were yesterday.

Be careful about people with limiting mindsets, and as Jim Rohn said: "You are the average of the five people you spend the most time with." If we want to make a difference in this world and realize our potential, we must be around people who push us to become the best version of ourselves.

Our Company facilitates the path to help families, change the status of our life, and make us better people with a clear vision and perspective. I am close to my tenth year with ALL, and at this moment, I can say that I have found the American Dream. Let's give our families the American Dream that we set as a goal to provide for them and us. We left our culture, families, and country pursuing this; let's make it happen. Let's work hard, not lose sight of our goals, and the people we love will enjoy the harvest of our hard work and understand our vision. 54



VETERAN PRODUCER



1
NANCY DJENDJI
HOUSTON, TX

SA



1
FREDERIK DIAZ MATA
RICHARDSON, TX

VETERAN MGA



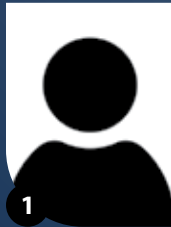
1
SERGIO CARTA
MIAMI, FL

RGA



1
SERGIO CARTA
MIAMI, FL

ROOKIE PRODUCER



1
YOEL CHACIN GONZALEZ
HOUSTON, TX

GA



1
LUIS BARBARESCO GARCIA
RICHARDSON, TX

ROOKIE MGA



1
NAFIC DJENDJI ABDEL KHALEK
HOUSTON, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: JANUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$29,076	97.5	Nafic Djendji Abdel Khalek	Jesus Romero
2	Yelitza Dominguez	\$19,173	92.0	Nafic Djendji Abdel Khalek	Jesus Romero
3	Adalberto Paz	\$14,598	83.7	Adalberto Paz	San Antonio Latino Division
4	Hernan Rodriguez Becerra	\$14,268	89.5	Maria Elisa Moros Ojeda	Jesus Romero
5	Karem Cogollo	\$11,808	83.5	Adalberto Paz	San Antonio Latino Division

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: JANUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Yoel Chacin Gonzalez	\$42,322	100	Nafic Djendji Abdel Khalek	Jesus Romero
2	Rosa Colmenares Borrego	\$20,381	100	Nafic Djendji Abdel Khalek	Jesus Romero
3	Mariana Chirinos De Rojas	\$19,165	100	Yania Tineo Soto	Richardson Latino Division
4	Epifania Segovia Barreto	\$18,872	100.0	Jean Romero Capote	Jesus Romero
5	Jose Andres Palomo Rodriguez	\$18,565	100	Yania Tineo Soto	Richardson Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: JANUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Frederik Diaz Mata	\$67,151	\$79,854	100	Yania Tineo Soto	Richardson Latino Division
2	Francisco Morell Revilla	\$61,059	\$64,065	100	Yania Tineo Soto	Richardson Latino Division
3	Madelanne Padron	\$60,306	\$61,893	100	Yania Tineo Soto	Richardson Latino Division
4	Jairo Cabrera Rojas	\$45,923	\$48,677	100	Yania Tineo Soto	Richardson Latino Division
5	Carlos Frias Caraballo	\$44,726	\$51,318	93	Yania Tineo Soto	Richardson Latino Division

TOP LATINO MARKET GENERAL AGENTS: JANUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$174,169	\$180,471	100	Yania Tineo Soto	Richardson Latino Division
2	Edgar Velasquez Romero	\$152,735	\$159,705	100	Yania Tineo Soto	Richardson Latino Division
3	Charlie Bermudez	\$42,139	\$47,363	93	Alejandra Ramos	Hemerson Gonzalez
4	Yelitza Dominguez	\$39,335	\$109,895	96	Nafic Djendji Abdel Khalek	Jesus Romero
5	Ana Severyn De Osorio	\$23,789	\$24,872	95	Luis Osorio Bello	Fort Worth Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: JANUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	62.4%	\$52,369	\$32,250	88.3	Beto Quintero
2	Walter Icaza	41.6%	\$51,807	\$36,584	76.5	Beto Quintero
3	Daniel Pacheco	17.3%	\$56,853	\$48,453	85.4	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: JANUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Nafic Djendji Abdel Khalek	199.2%	\$64,243	\$32,250	83.3	Jesus Romero
2	Alejandra Ramos	140.4%	\$45,292	\$32,250	91	Hemerson Gonzalez
3	Adianeza Rodriguez	133.0%	\$42,889	\$32,250	74.5	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: JANUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	60.2%	\$144,424	\$90,128	86.5	Beto Quintero
2	Daniel Pacheco	34.4%	\$65,144	\$48,453	85.4	Beto Quintero
3	Astrid Castrillon	17.4%	\$140,673	\$119,775	74.3	Hemerson Gonzalez

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$29,076	97.5	Nafic Djendji Abdel Khalek	Jesus Romero
2	Yelitza Dominguez	\$19,173	92.0	Nafic Djendji Abdel Khalek	Jesus Romero
3	Adalberto Paz	\$14,598	83.7	Adalberto Paz	San Antonio Latino Division
4	Hernan Rodriguez Becerra	\$14,268	89.5	Maria Elisa Moros Ojeda	Jesus Romero
5	Karem Cogollo	\$11,808	83.5	Adalberto Paz	San Antonio Latino Division

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Yoel Chacin Gonzalez	\$42,322	100	Nafic Djendji Abdel Khalek	Jesus Romero
2	Rosa Colmenares Borrego	\$20,381	100	Nafic Djendji Abdel Khalek	Jesus Romero
3	Mariana Chirinos De Rojas	\$19,165	100	Yania Tineo Soto	Richardson Latino Division
4	Epifania Segovia Barreto	\$18,872	100.0	Jean Romero Capote	Jesus Romero
5	Jose Andres Palomo Rodriguez	\$18,565	100	Yania Tineo Soto	Richardson Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Frederik Diaz Mata	\$67,151	\$79,854	100	Yania Tineo Soto	Richardson Latino Division
2	Francisco Morell Revilla	\$61,059	\$64,065	100	Yania Tineo Soto	Richardson Latino Division
3	Madelanne Padron	\$60,306	\$61,893	100	Yania Tineo Soto	Richardson Latino Division
4	Jairo Cabrera Rojas	\$45,923	\$48,677	100	Yania Tineo Soto	Richardson Latino Division
5	Carlos Frias Caraballo	\$44,726	\$51,318	93	Yania Tineo Soto	Richardson Latino Division

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$174,169	\$180,471	100	Yania Tineo Soto	Richardson Latino Division
2	Edgar Velasquez Romero	\$152,735	\$159,705	100	Yania Tineo Soto	Richardson Latino Division
3	Charlie Bermudez	\$42,139	\$47,363	93	Alejandra Ramos	Hemerson Gonzalez
4	Yelitza Dominguez	\$39,335	\$109,895	96	Nafic Djendji Abdel Khalek	Jesus Romero
5	Ana Severyn De Osorio	\$23,789	\$24,872	95	Luis Osorio Bello	Fort Worth Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	60.6%	\$51,807	\$32,250	76.5	Beto Quintero
2	Sergio Carta	34.1%	\$52,369	\$39,042	88.3	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Nafic Djendji Abdel Khalek	199.2%	\$64,243	\$32,250	83.3	Jesus Romero
2	Alejandra Ramos	140.4%	\$45,292	\$32,250	91	Hemerson Gonzalez
3	Adianeza Rodriguez	133.0%	\$42,889	\$32,250	74.5	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	23.8%	\$144,424	\$116,687	86.5	Beto Quintero



1 KEVIN MUSAI
LAKEWOOD, OH



2 MARSHALL FERNANDEZ
RED DEER, AB



3 ABRAHAM MOGILEVSKY
DULUTH, GA



4 SONIA STEELE
NORTH CHESTERFIELD, VA



5 YOEL CHACIN GONZALEZ
HOUSTON, TX



6 COLBY FOX
ORLANDO, FL



7 MATHEW KAHWAJI
ASHLAND, OH



8 BRANDON BENNETT
WEXFORD, PA



9 ALEX JANKOWSKI
WEXFORD, PA



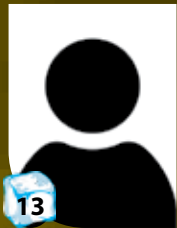
10 SHIVA LATIFY
WESTFIELD, IN



11 JORDAN BROWN
ORLANDO, FL



12 ANDI IFTIU
COLUMBUS, OH



13 REMINGTON BLOCH
ORLANDO, FL



14 WILLIAM HEILMAN
CLEVELAND, OH



15 ANTHONY CLEMENT
NORFOLK, VA



16 NATHAN LABRANCHE
WASHINGTON, MI



17 BRAYDON CAMERON
WEXFORD, PA



18 NOOR MUSLEH
CLEVELAND, OH



19 ROBERT BURNS
CLEVELAND, OH



20 SHANTASIA MCCAIN
NORTH CHESTERFIELD, VA



DAIRON ARBONA FONSECA
MIAMI LAKES, FL



SALLIE GRAYSON
JACKSON, MS



MICHAEL FRANCOEUR
BILLERICA, MA

JANUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Kevin Musai	\$60,887	96		Eno Iftiu A0
2	Marshall Fernandez	\$56,818	94		Alon Barnur A0
3	Abraham Mogilevsky	\$56,044	92		Tami Chaimov Jamison Weatherspoon
4	Sonia Steele	\$45,087	98		Morgan Tranquist Andre McCallum
5	Yoel Chacin Gonzalez	\$42,322	100		Nafic Djendji Abdel Khalek Jesus Romero
6	Colby Fox	\$41,118	99		Moriah Chandler Henderson-Locker
7	Mathew Kahwaji	\$40,422		87.4	Eno Iftiu A0
8	Brandon Bennett	\$36,352	99		Joseph Crivelli Simon Arias
9	Alex Jankowski	\$35,444	96		Jonathan Rindt Simon Arias
10	Shiva Latify	\$33,877	95		Ashley Rust A0
11	Jordan Brown	\$32,187	95		Moriah Chandler Henderson-Locker
12	Andi Iftiu	\$31,849		83.7	Eno Iftiu A0
13	Remington Bloch	\$30,957	96		Moriah Chandler Henderson-Locker
14	William Heilman	\$30,063	93		Ian Zollos S-S-Parks-Salvaggi
15	Anthony Clement	\$29,749	87		Lauren Vassallo A0
16	Nathan Labranche	\$28,589	100		Mark Dushaj A0
17	Braydon Cameron	\$27,669	93		Joseph Crivelli Simon Arias
18	Noor Musleh	\$26,996	97		Matthew Conrad S-S-Parks-Salvaggi
19	Robert Burns	\$25,527	92		Daniel Prinzo S-S-Parks-Salvaggi
20	Shantasia McCain	\$24,697	97		Chalisa Holmes Andre McCallum
21	Dairon Arbona Fonseca	\$24,538	96		Adel Al Choufi Naim
22	Sallie Grayson	\$23,871	97		Ashley Clarke Ernest Powell
23	Michael Francoeur	\$23,573	100		Matthew Hudlin Laura Fisher
24	Erald Tomorri	\$23,028	90		Arif Hajro A0
25	Dalton Cassavoy	\$22,220		97.3	Mark Dushaj A0
26	Ahmad Aqel	\$22,120	88		Ervin Metaj Dustin Venekamp
27	Mario Borino	\$21,828	89		Jonathan Rindt Simon Arias
28	Melissa Hayfa	\$21,309	85		Jennifer Ragan A0
29	Diallo Mitchell	\$20,880	94		Kyle VanBibber Simon Arias
30	Chad McLaughlin	\$20,626	92		Henderson-Locker
31	Rosa Colmenares Borrego	\$20,381	100		Nafic Djendji Abdel Khalek Jesus Romero
32	Carl Weydeman	\$20,322	90		Arturo Romero S-S-Parks-Salvaggi
33	Whitney Leung	\$20,174	100		Joseph Tomanovich A0
34	Cameron Labrie	\$20,055	100		Jeremiah Russin Simon Arias
35	Courtney Weseman	\$19,331	100		Priscilla Blanco Desi Dimitrova
36	Waundlyan Pete	\$19,172	97		Patrycja Grudzinska Sabrina Lloyd
37	Mariana Chirinos De Rojas	\$19,165	100		Yania Tineo Soto Richardson Latino Division
38	Erica Bethea	\$19,160	100		Aaron Parks Simon Arias
39	Daoud Naser	\$18,987	89		Matthew Conrad S-S-Parks-Salvaggi
40	Epifania Segovia Barreto	\$18,872		100.0	Jean Romero Capote Jesus Romero
41	Firat Ucar	\$18,838	90		Bledar Bane Dustin Venekamp
42	Edward Nguyen	\$18,820	100		Kamal Tayyib Andrew McQuade
43	Priscila Gonzalez	\$18,646	96		Andrew Elledge A0
44	Jose Andres Palomo Rodriguez	\$18,565	100		Yania Tineo Soto Richardson Latino Division
45	Nicholas Garcia	\$18,543	97		Adrienne Bragas A0
46	Nicholas Gomez	\$18,465	90		Zachary Poker Simon Arias
47	Melody Han	\$18,416	89		Reynolds Akuamoja Theodore Pappas
48	Brendan Gilbert	\$18,199	97		Christopher Gilbert Simon Arias
49	Bradley Blumenshine	\$18,139	86		Arturo Romero S-S-Parks-Salvaggi
50	Robin Cole	\$18,056	96		Alexandra Longo Hart-Lewicki

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Kevin Musai	\$60,887	96		Eno Iftiu A0
*2	Marshall Fernandez	\$56,818	94		Alon Barnur A0
*3	Abraham Mogilevsky	\$56,044	92		Tami Chaimov Jamison Weatherspoon
*4	Sonia Steele	\$45,087	98		Morgan Tranquist Andre McCallum
*5	Yoel Chacin Gonzalez	\$42,322	100		Nafic Djendji Abdel Khalek Jesus Romero
*6	Colby Fox	\$41,118	99		Moriah Chandler Henderson-Locker
*7	Mathew Kahwaji	\$40,422		87.4	Eno Iftiu A0
*8	Brandon Bennett	\$36,352	99		Joseph Crivelli Simon Arias
*9	Alex Jankowski	\$35,444	96		Jonathan Rindt Simon Arias
*10	Shiva Latify	\$33,877	95		Ashley Rust A0
11	Jordan Brown	\$32,187	95		Moriah Chandler Henderson-Locker
12	Andi Iftiu	\$31,849		83.7	Eno Iftiu A0
13	Remington Bloch	\$30,957	96		Moriah Chandler Henderson-Locker
14	William Heilman	\$30,063	93		Ian Zollos S-S-Parks-Salvaggi
15	Anthony Clement	\$29,749	87		Lauren Vassallo A0
16	Nathan Labranche	\$28,589	100		Mark Dushaj A0
17	Braydon Cameron	\$27,669	93		Joseph Crivelli Simon Arias
18	Noor Musleh	\$26,996	97		Matthew Conrad S-S-Parks-Salvaggi
19	Robert Burns	\$25,527	92		Daniel Prinzo S-S-Parks-Salvaggi
20	Shantasia McCain	\$24,697	97		Chalisa Holmes Andre McCallum
21	Dairon Arbona Fonseca	\$24,538	96		Adel Al Choufi Naim
22	Sallie Grayson	\$23,871	97		Ashley Clarke Ernest Powell
23	Michael Francoeur	\$23,573	100		Matthew Hudlin Laura Fisher
24	Erald Tomorri	\$23,028	90		Arif Hajro A0
25	Dalton Cassavoy	\$22,220		97.3	Mark Dushaj A0
26	Ahmad Aqel	\$22,120	88		Ervin Metaj Dustin Venekamp
27	Mario Borino	\$21,828	89		Jonathan Rindt Simon Arias
28	Melissa Hayfa	\$21,309	85		Jennifer Ragan A0
29	Diallo Mitchell	\$20,880	94		Kyle VanBibber Simon Arias
30	Chad McLaughlin	\$20,626	92		Henderson-Locker
31	Rosa Colmenares Borrego	\$20,381	100		Nafic Djendji Abdel Khalek Jesus Romero
32	Carl Weydeman	\$20,322	90		Arturo Romero S-S-Parks-Salvaggi
33	Whitney Leung	\$20,174	100		Joseph Tomanovich A0
34	Cameron Labrie	\$20,055	100		Jeremiah Russin Simon Arias
35	Courtney Weseman	\$19,331	100		Priscilla Blanco Desi Dimitrova
36	Waundlyan Pete	\$19,172	97		Patrycja Grudzinska Sabrina Lloyd
37	Mariana Chirinos De Rojas	\$19,165	100		Yania Tineo Soto Richardson Latino Division
38	Erica Bethea	\$19,160	100		Aaron Parks Simon Arias
39	Daoud Naser	\$18,987	89		Matthew Conrad S-S-Parks-Salvaggi
40	Epifania Segovia Barreto	\$18,872		100.0	Jean Romero Capote Jesus Romero
41	Firat Ucar	\$18,838	90		Bledar Bane Dustin Venekamp
42	Edward Nguyen	\$18,820	100		Kamal Tayyib Andrew McQuade
43	Priscila Gonzalez	\$18,646	96		Andrew Elledge A0
44	Jose Andres Palomo Rodriguez	\$18,565	100		Yania Tineo Soto Richardson Latino Division
45	Nicholas Garcia	\$18,543	97		Adrienne Bragas A0
46	Nicholas Gomez	\$18,465	90		Zachary Poker Simon Arias
47	Melody Han	\$18,416	89		Reynolds Akuamoja Theodore Pappas
48	Brendan Gilbert	\$18,199	97		Christopher Gilbert Simon Arias
49	Bradley Blumenshine	\$18,139	86		Arturo Romero S-S-Parks-Salvaggi
50	Robin Cole	\$18,056	96		Alexandra Longo Hart-Lewicki

ICEBREAKERS

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
JOSHUA DISHONG
COLUMBUS, OH



2
OLEG NOVITCHII
CLEVELAND, OH



3
DUNI OLUSEGUN
INDIANAPOLIS, IN



4
ROGER FREDERICKS
LAS VEGAS, NV



5
DIANKA BLASH
PORTLAND, OR



6
SALAU KHORRAMI
KIRKLAND, WA



7
AARON EBEL
ORANGE, CA



8
TODD KRUPA
STEILACOOM, WA



9
NIKOLLA LULGJURAJ
ROCHESTER, MI



10
EMILY KLICH
PHOENIX, AZ



11
ROGER FUNG
TRACY, CA



12
SAMUEL MARZULA
WEXFORD, PA



13
REBECCA AMUNDSON
WEXFORD, PA



14
MICHAEL VAN DELFT
HALIFAX, NS



15
CHRISTINA SALVATORE
ANAHEIM, CA



16
LINDSEY GILBERT
SAN JOSE, CA



17
ARTURO ROMERO
ST LOUIS, MO



18
TOMARUS BURKS
POMPAÑO BEACH, FL



19
KRISTI BASHO
SANTA MARGARITA, CA



20
EDWARD LEON
BRUCE TOWNSHIP, MI

JANUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$146,546	83.6	Joshua Dishong	S-S-Bendure-Hartwig
2	Oleg Novitchii	\$87,198	84.6	Eric Thompson	S-S-Parks-Salvaggi
3	Duni Olusegun	\$71,293	83.3	Duni Olusegun	Phillip Waisman
4	Roger Fredericks	\$66,571	90.6	Adrienne Bragas	AO
5	Dianka Blash	\$55,818	78.6	Chris La Fond	AO
6	Salaur Khorrani	\$54,801	86.4	Zackarea Hakim	AO
7	Aaron Ebel	\$51,694	80.9	Arif Hajro	AO
8	Todd Krupa	\$51,635	92.9	Jessica Chang	AO
9	Nikolla Lulgjuraj	\$48,715	90.8	Mark Dushaj	AO
10	Emily Klich	\$47,651	83.8	Brandon Hughes	Dustin Venekamp
11	Roger Fung	\$46,499	82.7		Mathew Hart
12	Samuel Marzula	\$43,833	96.1	Joseph Crivelli	Simon Arias
13	Rebecca Amundson	\$40,497	83.9	Dustin Hess	Simon Arias
14	Michael van Delft	\$40,276	87.4		Satti-Kanaan
15	Christina Salvatore	\$39,526	76.1	Arif Hajro	AO
16	Lindsey Gilbert	\$37,886	82.4	Andrew Elledge	AO
17	Arturo Romero	\$37,564	79.0	Arturo Romero	S-S-Parks-Salvaggi
18	Tomarus Burks	\$36,225	78.5	Tomarus Burks	Tom Williams
19	Kristi Basho	\$36,029	90.8	Arif Hajro	AO
20	Edward Leon	\$35,918	82.9	Mark Dushaj	AO
21	Carmen Arroyo	\$34,464	82.3	Carmen Arroyo	Theodore Pappas
22	Phi Phan	\$33,128	84.7	Phi Phan	Desi Dimitrova
23	Lily Sakai	\$32,822	92.7		Cohen-Velasquez
24	Daryl Graham	\$31,951	83.7	Daryl Graham	S-S-Parks-Salvaggi
25	Alexandra Longo	\$31,148	92.0	Alexandra Longo	Hart-Lewicki
26	Scott Whitford	\$31,136	82.2	Saury Espaillet	Ryan Bisanz
27	Kevin Ishikane	\$30,024	91.2	Blake Higuchi	AO
28	Nancy Djendji	\$29,076	97.5	Nafic Djendji Abdel Khalek	Jesus Romero
29	Dillon Zartman	\$28,071	80.9	Nicholas Chuma	S-S-Bendure-Hartwig
30	Ashley Kopchak	\$27,774	91.0	Eric Thompson	S-S-Parks-Salvaggi
31	Derrick Mason	\$27,623	86.2	Derrick Mason	Chad Deley
32	Jihad Ottallah	\$26,850	81.0	Matthew Conrad	S-S-Parks-Salvaggi
33	James Hodges	\$25,704	77.0	Mark Dushaj	AO
34	Carly Ferraro	\$25,141	83.2	Rita Rider	S-S-Parks-Salvaggi
35	Muhammed Ashraf	\$25,101	88.4	Sabrina Ashraf	Theodore Pappas
36	Matthew Zang	\$25,086	86.1	Ryan Stenglein	AO
37	Aref Sayegh	\$25,021	88.6		Satti-Kanaan
38	Blair Sheppard	\$25,005	77.5	Brandon Summerton	AO
39	Irma Gallardo	\$24,874	82.7	Steven Warner	AO
40	Ian Pickett	\$24,426	76.3	Bobby Gujral	AO
41	Troy Plummer	\$24,418	89.3	Chris La Fond	AO
42	Carrington Hanna	\$24,189	91.5	Eno Iftiu	AO
43	Trevor Bailey	\$24,122	86.0	Scott Wheeler	Satti-Kanaan
44	Andrew Chambers	\$23,930	82.7	Andrew Chambers	Phillip Prata
45	Max Quasem	\$23,589	90.3		Cohen-Velasquez
46	Dawid Liniewski	\$23,380	87.3	Ryan Wilson	Phillip Prata
47	Christopher McGlynn	\$23,226	93.5	Christopher McGlynn	S-S-Parks-Salvaggi
48	Joshua Hosenbold	\$23,198	82.6	Moriah Chandler	Henderson-Locker
49	Hector Cruz	\$23,129	82.5	Joseph Rotolo	Henderson-Locker
50	Dina Boghdady	\$22,956	84.3	Luay Ghawi	AO

ALL TIME RECORD: \$189,995 Net ALP — MARK NELSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$146,546	83.6	Joshua Dishong	S-S-Bendure-Hartwig
*2	Oleg Novitchii	\$87,198	84.6	Eric Thompson	S-S-Parks-Salvaggi
*3	Duni Olusegun	\$71,293	83.3	Duni Olusegun	Phillip Waisman
*4	Roger Fredericks	\$66,571	90.6	Adrienne Bragas	AO
*5	Dianka Blash	\$55,818	78.6	Chris La Fond	AO
*6	Salaur Khorrani	\$54,801	86.4	Zackarea Hakim	AO
*7	Aaron Ebel	\$51,694	80.9	Arif Hajro	AO
*8	Todd Krupa	\$51,635	92.9	Jessica Chang	AO
*9	Nikolla Lulgjuraj	\$48,715	90.8	Mark Dushaj	AO
*10	Emily Klich	\$47,651	83.8	Brandon Hughes	Dustin Venekamp
11	Roger Fung	\$46,499	82.7		Mathew Hart
12	Samuel Marzula	\$43,833	96.1	Joseph Crivelli	Simon Arias
13	Rebecca Amundson	\$40,497	83.9	Dustin Hess	Simon Arias
14	Michael van Delft	\$40,276	87.4		Satti-Kanaan
15	Christina Salvatore	\$39,526	76.1	Arif Hajro	AO
16	Lindsey Gilbert	\$37,886	82.4	Andrew Elledge	AO
17	Arturo Romero	\$37,564	79.0	Arturo Romero	S-S-Parks-Salvaggi
18	Tomarus Burks	\$36,225	78.5	Tomarus Burks	Tom Williams
19	Kristi Basho	\$36,029	90.8	Arif Hajro	AO
20	Edward Leon	\$35,918	82.9	Mark Dushaj	AO
21	Carmen Arroyo	\$34,464	82.3	Carmen Arroyo	Theodore Pappas
22	Phi Phan	\$33,128	84.7	Phi Phan	Desi Dimitrova
23	Lily Sakai	\$32,822	92.7		Cohen-Velasquez
24	Daryl Graham	\$31,951	83.7	Daryl Graham	S-S-Parks-Salvaggi
25	Alexandra Longo	\$31,148	92.0	Alexandra Longo	Hart-Lewicki
26	Scott Whitford	\$31,136	82.2	Saury Espaillet	Ryan Bisanz
27	Kevin Ishikane	\$30,024	91.2	Blake Higuchi	AO
28	Nancy Djendji	\$29,076	97.5	Nafic Djendji Abdel Khalek	Jesus Romero
29	Dillon Zartman	\$28,071	80.9	Nicholas Chuma	S-S-Bendure-Hartwig
30	Ashley Kopchak	\$27,774	91.0	Eric Thompson	S-S-Parks-Salvaggi
31	Derrick Mason	\$27,623	86.2	Derrick Mason	Chad Deley
32	Jihad Ottallah	\$26,850	81.0	Matthew Conrad	S-S-Parks-Salvaggi
33	James Hodges	\$25,704	77.0	Mark Dushaj	AO
34	Carly Ferraro	\$25,141	83.2	Rita Rider	S-S-Parks-Salvaggi
35	Muhammed Ashraf	\$25,101	88.4	Sabrina Ashraf	Theodore Pappas
36	Matthew Zang	\$25,086	86.1	Ryan Stenglein	AO
37	Aref Sayegh	\$25,021	88.6		Satti-Kanaan
38	Blair Sheppard	\$25,005	77.5	Brandon Summerton	AO
39	Irma Gallardo	\$24,874	82.7	Steven Warner	AO
40	Ian Pickett	\$24,426	76.3	Bobby Gujral	AO
41	Troy Plummer	\$24,418	89.3	Chris La Fond	AO
42	Carrington Hanna	\$24,189	91.5	Eno Iftiu	AO
43	Trevor Bailey	\$24,122	86.0	Scott Wheeler	Satti-Kanaan
44	Andrew Chambers	\$23,930	82.7	Andrew Chambers	Phillip Prata
45	Max Quasem	\$23,589	90.3		Cohen-Velasquez
46	Dawid Liniewski	\$23,380	87.3	Ryan Wilson	Phillip Prata
47	Christopher McGlynn	\$23,226	93.5	Christopher McGlynn	S-S-Parks-Salvaggi
48	Joshua Hosenbold	\$23,198	82.6	Moriah Chandler	Henderson-Locker
49	Hector Cruz	\$23,129	82.5	Joseph Rotolo	Henderson-Locker
50	Dina Boghdady	\$22,956	84.3	Luay Ghawi	AO

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$4,083,038 Net ALP — MAX QUASEM 01/31/2022

SUPERVISING AGENTS



1 SEAN TAYLOR
ORLANDO, FL



2 FREDERIK DIAZ MATA
RICHARDSON, TX



3 FRANCISCO MORELL REVILLA
RICHARDSON, TX



4 DALTON CASSAVOY
WASHINGTON, MI



5 JAIRO CABRERA ROJAS
RICHARDSON, TX



6 KIANA GORDEN
NORTH CHESTERFIELD, VA



7 CARLOS FRIAS CARABALLO
RICHARDSON, TX



8 DAMARIS TREJO
SCHAUMBURG, IL



9 NANCY DJENDJI
HOUSTON, TX



10 ROSMERY GOMEZ CASTILLO
RICHARDSON, TX

JANUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Sean Taylor	\$103,935	\$113,112		83.4	Moriah Chandler	Henderson-Locker
2	Frederik Diaz Mata	\$67,151	\$79,854	100		Yania Tineo Soto	Richardson Latino Division
3	Francisco Morell Revilla	\$61,059	\$64,065	100		Yania Tineo Soto	Richardson Latino Division
4	Dalton Cassavoy	\$53,622	\$56,516	98		Mark Dushaj	AO
5	Jairo Cabrera Rojas	\$45,923	\$48,677	100		Yania Tineo Soto	Richardson Latino Division
6	Kiana Gorden	\$45,618	\$57,589	98		Morgan Tranquist	Andre McCallum
7	Carlos Frias Caraballo	\$44,726	\$51,318	93		Yania Tineo Soto	Richardson Latino Division
8	Damaris Trejo	\$38,583	\$46,980	97		Zach Otto	Sabrina Lloyd
9	Nancy Djendji	\$36,729	\$68,393	97		Nafic Djendji Abdel Khalek	Jesus Romero
10	Rosmery Gomez Castillo	\$36,306	\$40,411	99		Yania Tineo Soto	Richardson Latino Division
11	Scott Urbanowicz	\$32,792	\$37,866	97		Moriah Chandler	Henderson-Locker
12	Eric Caballero	\$32,167	\$37,710	93		Paul Samra	Andrew McQuade
13	Joshua Butrey	\$31,672	\$42,164	100		Ian Zollos	S-S-Parks-Salvaggi
14	Dameyan Chambers	\$30,619	\$35,778	88		Arturo Romero	S-S-Parks-Salvaggi
15	Noris Dominguez Ramirez	\$29,682	\$39,132	97		Nafic Djendji Abdel Khalek	Jesus Romero
16	Michele Stewart	\$29,513	\$56,325		85.1	Eno Iftiu	AO
17	Patrick Sullivan	\$27,532	\$46,894	95		Vincent Massari	Tommy Vena
18	Mariana Morales	\$26,499	\$34,965	100		Zach Otto	Sabrina Lloyd
19	Gustavo Cardenas Gonzalez	\$25,812	\$33,585	100		Yania Tineo Soto	Richardson Latino Division
20	Daoud Naser	\$25,636	\$50,080	94		Matthew Conrad	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$103,935	\$113,112		83.4	Moriah Chandler	Henderson-Locker
*2	Frederik Diaz Mata	\$67,151	\$79,854	100		Yania Tineo Soto	Richardson Latino Division
*3	Francisco Morell Revilla	\$61,059	\$64,065	100		Yania Tineo Soto	Richardson Latino Division
*4	Madelanne Padron	\$60,306	\$61,893	100		Yania Tineo Soto	Richardson Latino Division
*5	Dalton Cassavoy	\$53,622	\$56,516	98		Mark Dushaj	AO
6	Jairo Cabrera Rojas	\$45,923	\$48,677	100		Yania Tineo Soto	Richardson Latino Division
7	Kiana Gorden	\$45,618	\$57,589	98		Morgan Tranquist	Andre McCallum
8	Carlos Frias Caraballo	\$44,726	\$51,318	93		Yania Tineo Soto	Richardson Latino Division
9	Damaris Trejo	\$38,583	\$46,980	97		Zach Otto	Sabrina Lloyd
10	Nancy Djendji	\$36,729	\$68,393	97		Nafic Djendji Abdel Khalek	Jesus Romero
11	Rosmery Gomez Castillo	\$36,306	\$40,411	99		Yania Tineo Soto	Richardson Latino Division
12	Scott Urbanowicz	\$32,792	\$37,866	97		Moriah Chandler	Henderson-Locker
13	Eric Caballero	\$32,167	\$37,710	93		Paul Samra	Andrew McQuade
14	Joshua Butrey	\$31,672	\$42,164	100		Ian Zollos	S-S-Parks-Salvaggi
15	Dameyan Chambers	\$30,619	\$35,778	88		Arturo Romero	S-S-Parks-Salvaggi
16	Noris Dominguez Ramirez	\$29,682	\$39,132	97		Nafic Djendji Abdel Khalek	Jesus Romero
17	Michele Stewart	\$29,513	\$56,325		85.1	Eno Iftiu	AO
18	Patrick Sullivan	\$27,532	\$46,894	95		Vincent Massari	Tommy Vena
19	Mariana Morales	\$26,499	\$34,965	100		Zach Otto	Sabrina Lloyd
20	Gustavo Cardenas Gonzalez	\$25,812	\$33,585	100		Yania Tineo Soto	Richardson Latino Division

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



1 LUIS BARBARESCO GARCIA
RICHARDSON, TX



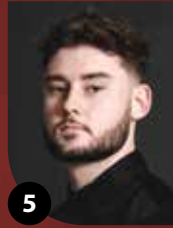
2 EDGAR VELASQUEZ ROMERO
RICHARDSON, TX



3 JOZEF TINAJ
UTICA, MI



4 DANNY SOURI
SCHAUMBURG, IL



5 CONNOR O'DONNELL
ST LOUIS, MO



6 BRYCE ENGSTROM
SPOKANE, WA



7 ZACHARY HAGER
CLEVELAND, OH



8 HERIBERTO CHAVEZ
CONCORD, CA



9 DMITRY PENDRO
WEXFORD, PA



10 ZAKIYA JONES
NORTH CHESTERFIELD, VA

JANUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$174,169	\$180,471	100		Yania Tineo Soto	Richardson Latino Division
2	Edgar Velasquez Romero	\$152,735	\$159,705	100		Yania Tineo Soto	Richardson Latino Division
3	Jozef Tinaj	\$85,394	\$239,155	93		Mark Dushaj	AO
4	Danny Souri	\$85,115	\$122,494		83.7	Zach Otto	Sabrina Lloyd
5	Connor O'Donnell	\$79,694	\$118,898	91		Arturo Romero	S-S-Parks-Salvaggi
6	Bryce Engstrom	\$70,907	\$90,255	95		Brandon Minor	AO
7	Zachary Hager	\$54,567	\$115,636	99		Ian Zollos	S-S-Parks-Salvaggi
8	Heriberto Chavez	\$47,926	\$46,541		79.4	Paul Samra	Andrew McQuade
9	Dmitry Pendro	\$45,641	\$58,041	100		Joseph Crivelli	Simon Arias
10	Zakiya Jones	\$45,618	\$73,407	100		Morgan Tranquist	Andre McCallum
11	Charlie Bermudez	\$42,139	\$47,363	93		Alejandra Ramos	Hemerson Gonzalez
12	Kimbria Bracey	\$41,499	\$75,632	81		Ashley Clarke	Ernest Powell
13	Mario Borino	\$40,380	\$67,875	97		Jonathan Rindt	Simon Arias
14	Yelitza Dominguez	\$39,335	\$109,895	96		Nafic Djendji Abdel Khalek	Jesus Romero
15	Joshua Notte	\$37,561	\$80,797	94		Daniel Prinzo	S-S-Parks-Salvaggi
16	Michael Hutchinson	\$36,467	\$41,959	94		Chilynn Acevedo	Fisher-Zuzick
17	Mathew Kahwaji	\$35,264	\$100,653	95		Eno Iftiu	AO
18	Jessie Holland	\$33,814	\$51,713		81.6	David Carpenter	Dustin Venekamp
19	Andres Cano	\$32,940	\$44,652	98		Matthew Sutton	Giddens-Giddens
20	Jihad Ottallah	\$32,723	\$83,249	96		Matthew Conrad	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Luis Barbaresco Garcia	\$174,169	\$180,471	100		Yania Tineo Soto	Richardson Latino Division
*2	Edgar Velasquez Romero	\$152,735	\$159,705	100		Yania Tineo Soto	Richardson Latino Division
*3	Jozef Tinaj	\$85,394	\$239,155	93		Mark Dushaj	AO
*4	Danny Souri	\$85,115	\$122,494		83.7	Zach Otto	Sabrina Lloyd
*5	Connor O'Donnell	\$79,694	\$118,898	91		Arturo Romero	S-S-Parks-Salvaggi
6	Bryce Engstrom	\$70,907	\$90,255	95		Brandon Minor	AO
7	Zachary Hager	\$54,567	\$115,636	99		Ian Zollos	S-S-Parks-Salvaggi
8	Heriberto Chavez	\$47,926	\$46,541		79.4	Paul Samra	Andrew McQuade
9	Dmitry Pendro	\$45,641	\$58,041	100		Joseph Crivelli	Simon Arias
10	Zakiya Jones	\$45,618	\$73,407	100		Morgan Tranquist	Andre McCallum
11	Charlie Bermudez	\$42,139	\$47,363	93		Alejandra Ramos	Hemerson Gonzalez
12	Kimbria Bracey	\$41,499	\$75,632	81		Ashley Clarke	Ernest Powell
13	Mario Borino	\$40,380	\$67,875	97		Jonathan Rindt	Simon Arias
14	Yelitza Dominguez	\$39,335	\$109,895	96		Nafic Djendji Abdel Khalek	Jesus Romero
15	Joshua Notte	\$37,561	\$80,797	94		Daniel Prinzo	S-S-Parks-Salvaggi
16	Michael Hutchinson	\$36,467	\$41,959	94		Chilynn Acevedo	Fisher-Zuzick
17	Mathew Kahwaji	\$35,264	\$100,653	95		Eno Iftiu	AO
18	Jessie Holland	\$33,814	\$51,713		81.6	David Carpenter	Dustin Venekamp
19	Andres Cano	\$32,940	\$44,652	98		Matthew Sutton	Giddens-Giddens
20	Jihad Ottallah	\$32,723	\$83,249	96		Matthew Conrad	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

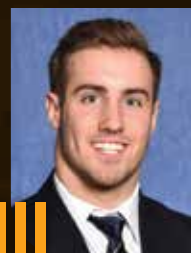
CATEGORIES I–XII



ENO IFTIU
DELAWARE, OH



ARIF HAJRO
CORONA, CA



MARK BERNSDORFF
WEXFORD, PA



PAUL SAMRA
CONCORD, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



NICHOLAS CHUMA
COLUMBUS, OH



GREGORY RUDOLPH
WEXFORD, PA



PHI PHAN
SAN DIMAS, CA



TAMI CHAIMOV
DULUTH, GA



TOMARUS BURKS
POMPANO BEACH, FL



MAC DUDDY
EDISON, NJ



JONATHAN RINDT
WEXFORD, PA

JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	149.5%	\$365,165	\$146,335	82.5	AO	
Zach Otto	67.9%	\$158,248	\$94,232	85.0	Sabrina Lloyd	
Patrycja Grudzinska	40.8%	\$129,453	\$91,943	83.1	Sabrina Lloyd	
II Arif Hajro	212.2%	\$376,248	\$120,518	82.6	AO	
Matthew Conrad	137.0%	\$260,363	\$109,839	85.0	S-S-Parks-Salvaggi	
Britton Costa	37.1%	\$193,974	\$141,463	76.1	Simon Arias	
III Mark Bernsdorff	7.1%	\$108,813	\$101,589	79.8	Simon Arias	
IV Paul Samra	62.5%	\$84,876	\$52,225	85.6	Andrew McQuade	
Daniel Prinzo	44.6%	\$144,803	\$100,153	83.2	S-S-Parks-Salvaggi	
Duni Olusegun	22.2%	\$86,862	\$71,090	82.8	Phillip Waisman	
V Brody Maughan-Evanson	667.8%	\$296,312	\$38,592	82.5	Simon Arias	
Joshua Dishong	109.1%	\$173,051	\$82,777	84.6	S-S-Bendure-Hartwig	
Scott Wheeler	79.6%	\$64,897	\$36,126	86.1	Satti-Kanaan	
VI Nicholas Chuma	129.4%	\$107,919	\$47,038	81.4	S-S-Bendure-Hartwig	
Brandon Minor	97.6%	\$95,763	\$48,463	91.5	AO	
Vincent Massari	73.1%	\$108,978	\$62,940	75.9	Tommy Vena	
VII Gregory Rudolph	121.5%	\$107,978	\$48,750	82.2	Simon Arias	
Chilynn Acevedo	49.9%	\$65,977	\$44,001	75.3	Fisher-Zuzick	
VIII Phi Phan	103.5%	\$109,845	\$53,967	84.2	Desi Dimitrova	
Donald DeVoise	48.7%	\$59,073	\$39,716	91.1	Slav Bitman	
Brent Bowling	40.8%	\$64,738	\$45,995	86.6	S-S-Parks-Salvaggi	
IX Tami Chaimov	238.6%	\$109,208	\$32,250	85.7	Jamison Weatherspoon	
Kamal Tayyib	221.4%	\$103,667	\$32,250	83.9	Andrew McQuade	
Kimberly Hamilton	93.7%	\$68,268	\$35,250	80.0	Brett Gryska	
X Tomarus Burks	99.6%	\$75,515	\$37,825	79.0	Tom Williams	
Brian Jerome	80.3%	\$64,435	\$35,735	80.8	Tom Williams	
Rita Rider	63.0%	\$73,437	\$45,058	85.4	S-S-Parks-Salvaggi	
XI Mac Duddy	103.6%	\$65,666	\$32,250	91.6	Giglione-Ackerman	
Conor Markins	84.2%	\$73,607	\$39,950	82.9	Simon Arias	
Veronica Coval	64.2%	\$52,963	\$32,250	81.3	Laura Fisher	
XII Jonathan Rindt	287.3%	\$124,892	\$32,250	83.0	Simon Arias	
Alon Barnur	75.9%	\$56,722	\$32,250	90.9	AO	
Doron Freud	68.6%	\$54,364	\$32,250	80.7	Giglione-Ackerman	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	65.9%	\$365,165	\$220,119	82.5	AO	
Joe Lewo	24.9%	\$189,147	\$151,436	82.0	Henderson-Locker	
Mark Neilson	20.9%	\$187,307	\$154,920	80.2	AO	
II Arif Hajro	155.4%	\$376,248	\$147,305	82.6	AO	
Matthew Conrad	107.8%	\$260,363	\$125,272	85.0	S-S-Parks-Salvaggi	
Britton Costa	71.6%	\$193,974	\$113,052	76.1	Simon Arias	
III Mark Bernsdorff	11.7%	\$108,813	\$97,454	79.8	Simon Arias	
IV Daniel Prinzo	65.1%	\$144,803	\$87,712	83.2	S-S-Parks-Salvaggi	
Mark Lahijani	12.1%	\$99,106	\$88,387	81.2	Theodore Pappas	
Duni Olusegun	10.1%	\$86,862	\$78,905	82.8	Phillip Waisman	
V Brody Maughan-Evanson	315.6%	\$296,312	\$71,292	82.5	Simon Arias	
Joshua Dishong	153.6%	\$173,051	\$68,239	84.6	S-S-Bendure-Hartwig	
Ryan Wilson	40.3%	\$90,985	\$64,873	80.7	Phillip Prata	
VI Daryl Graham	107.0%	\$132,067	\$63,812	80.6	S-S-Parks-Salvaggi	
Vincent Massari	73.1%	\$108,978	\$62,943	75.9	Tommy Vena	
Nicholas Chuma	71.9%	\$107,919	\$62,778	81.4	S-S-Bendure-Hartwig	
VII Gregory Rudolph	85.4%	\$107,978	\$58,233	82.2	Simon Arias	
Jessica Chang	49.3%	\$80,285	\$53,774	78.3	AO	
Derek Foore	48.2%	\$77,970	\$52,602	84.8	S-S-Parks-Salvaggi	
VIII Phi Phan	117.7%	\$109,845	\$50,459	84.2	Desi Dimitrova	
Joshua Goodman	63.4%	\$79,661	\$48,750	81.7	Richard Correa	
Tony Geer	44.9%	\$68,030	\$46,961	85.6	S-S-Bendure-Hartwig	
IX Tami Chaimov	135.5%	\$109,208	\$46,382	85.7	Jamison Weatherspoon	
Kamal Tayyib	128.3%	\$103,667	\$45,413	83.9	Andrew McQuade	
Kimberly Hamilton	51.4%	\$68,268	\$45,091	80.0	Brett Gryska	
X Tomarus Burks	85.6%	\$75,515	\$40,685	79.0	Tom Williams	
Rita Rider	74.2%	\$73,437	\$42,166	85.4	S-S-Parks-Salvaggi	
Brian Jerome	54.5%	\$64,435	\$41,712	80.8	Tom Williams	
XI Conor Markins	103.0%	\$73,607	\$36,267	82.9	Simon Arias	
Mac Duddy	72.6%	\$65,666	\$38,050	91.6	Giglione-Ackerman	
Alexis Pineiro	47.3%	\$51,996	\$35,296	81.1	Cohen-Velasquez	
XII Jonathan Rindt	267.1%	\$124,892	\$34,018	83.0	Simon Arias	
Alon Barnur	69.9%	\$56,722	\$33,385	90.9	AO	
Chase Miller	68.5%	\$58,653	\$34,819	74.8	S-S-Bendure-Hartwig	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

Spotlight recognizes the top three Master General Agents in Categories I–XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I–XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES XIII-XX & ROOKIE



XIII
NAKITA FORTIN
METAIRIE, LA



XIV
MAGDA FIGUEIREDO
EDISON, NJ



XV
ALEXANDRA LONGO
SAN BERNARDINO, CA



XVI
BRANDON HUGHES
PHOENIX, AZ



XVII
WALTER ICAZA
MIAMI, FL



Rookie
MORIAH CHANDLER
ORLANDO, FL

JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	72.8%	\$60,500	\$35,015	81.2	81.2	Denis-Michael Catalano
Adrienne Bragas	71.4%	\$86,451	\$50,434	78.7	78.7	AO
Lorena Barriere	20.3%	\$40,863	\$33,962	83.1	83.1	Cohen-Velasquez
XIV Magda Figueiredo	47.8%	\$47,657	\$32,250	80.5	80.5	Giglione-Ackerman
Christopher McGlynn	35.7%	\$43,768	\$32,250	84.7	84.7	S-S-Parks-Salvaggi
Peter Kwiatkowski	28.5%	\$41,436	\$32,250	86.1	86.1	S-S-Parks-Salvaggi
XV Alexandra Longo	55.8%	\$50,239	\$32,250	93.5	93.5	Hart-Lewicki
Jennifer Ragan	44.0%	\$46,439	\$32,250	78.2	78.2	AO
XVI Brandon Hughes	90.8%	\$61,538	\$32,250	86.0	86.0	Dustin Venekamp
Cole Hatfield	30.9%	\$42,228	\$32,250	76.4	76.4	Simon Arias
John Collins	27.6%	\$41,135	\$32,250	82.1	82.1	AO
XVII Walter Icaza	41.6%	\$51,807	\$36,584	76.5	76.5	Beto Quintero

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

JANUARY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	421.7%	\$136,001	\$32,250	188,664	82.2	82.2	Henderson-Locker
Joseph Crivelli	396.0%	\$127,722	\$32,250	190,402	98	98	Simon Arias
Mark Dushaj	310.5%	\$100,131	\$32,250	406,837	91	91	AO
Arturo Romero	240.4%	\$77,538	\$32,250	154,307	79.5	79.5	S-S-Parks-Salvaggi
Nafic Djendji Abdel Khalek	199.2%	\$64,243	\$32,250	144,023	83.3	83.3	Jesus Romero
Maria Martinez	171.3%	\$55,241	\$32,250	64,846	96	96	Capozucca-H-W
Elijah Brown	166.4%	\$53,674	\$32,250	77,855	74.0	74.0	Andre McCallum
Morgan Tranquist	161.1%	\$51,961	\$32,250	80,052	79.9	79.9	Andre McCallum
Ian Zollos	158.5%	\$51,107	\$32,250	110,742	77.1	77.1	S-S-Parks-Salvaggi
Anton Ljuljdjuraj	157.6%	\$50,838	\$32,250	135,978	90	90	Zach Hart

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Adrienne Bragas	168.1%	\$86,451	\$32,250	78.7	78.7	AO
Nakita Fortin	87.6%	\$60,500	\$32,250	81.2	81.2	Denis-Michael Catalano
Lorena Barriere	26.7%	\$40,863	\$32,250	83.1	83.1	Cohen-Velasquez
XIV Magda Figueiredo	47.8%	\$47,657	\$32,250	80.5	80.5	Giglione-Ackerman
Christopher McGlynn	35.7%	\$43,768	\$32,250	84.7	84.7	S-S-Parks-Salvaggi
Peter Kwiatkowski	28.5%	\$41,436	\$32,250	86.1	86.1	S-S-Parks-Salvaggi
XV Alexandra Longo	55.8%	\$50,239	\$32,250	93.5	93.5	Hart-Lewicki
Jennifer Ragan	44.0%	\$46,439	\$32,250	78.2	78.2	AO
John Catalano	23.0%	\$39,669	\$32,250	82.1	82.1	Simon Arias
XVI Brandon Hughes	90.8%	\$61,538	\$32,250	86.0	86.0	Dustin Venekamp
Cole Hatfield	30.9%	\$42,228	\$32,250	76.4	76.4	Simon Arias
John Collins	27.6%	\$41,135	\$32,250	82.1	82.1	AO
XVII Walter Icaza	60.6%	\$51,807	\$32,250	76.5	76.5	Beto Quintero

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	421.7%	\$136,001	\$32,250	188,664	82.2	82.2	Henderson-Locker
Joseph Crivelli	396.0%	\$127,722	\$32,250	190,402	98	98	Simon Arias
Mark Dushaj	310.5%	\$100,131	\$32,250	406,837	91	91	AO
Arturo Romero	240.4%	\$77,538	\$32,250	154,307	79.5	79.5	S-S-Parks-Salvaggi
Nafic Djendji Abdel Khalek	199.2%	\$64,243	\$32,250	144,023	83.3	83.3	Jesus Romero
Maria Martinez	171.3%	\$55,241	\$32,250	64,846	96	96	Capozucca-H-W
Elijah Brown	166.4%	\$53,674	\$32,250	77,855	74.0	74.0	Andre McCallum
Morgan Tranquist	161.1%	\$51,961	\$32,250	80,052	79.9	79.9	Andre McCallum
Ian Zollos	158.5%	\$51,107	\$32,250	110,742	77.1	77.1	S-S-Parks-Salvaggi
Anton Ljuljdjuraj	157.6%	\$50,838	\$32,250	135,978	90	90	Zach Hart

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES I-VIII



MARIO HAJRO
SAN CLEMENTE, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



ENO IFTIU
DELAWARE, OH



MARK DUSHAJ
WASHINGTON, MI



ARIF HAJRO
CORONA, CA



CHASE MILLER
COLUMBUS, OH



JOHN SANTOSUOSSO
ROCHESTER, NY



DARYL GRAHAM
WAUWATOSA, WI

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	148.0%	\$1,255,407	\$506,191		81.0	AO
II Brody Maughan-Evanson	74.1%	\$339,422	\$194,953		77.5	Simon Arias
Eric Thompson	55.9%	\$482,891	\$309,819		83.5	S-S-Parks-Salvaggi
Zach Otto	29.1%	\$217,549	\$168,481		84.0	Sabrina Lloyd
III Eno Iftiu	150.4%	\$366,458	\$146,335		82.6	AO
Joseph Tomanovich	19.0%	\$334,026	\$280,602		81.6	AO
IV Mark Dushaj	1161.5%	\$406,837	\$32,250	90		AO
Andrew Bishop	48.9%	\$266,020	\$178,632		88.7	AO
Astrid Castrillon	17.4%	\$140,673	\$119,775		74.3	Hemerson Gonzalez
V Arif Hajro	220.7%	\$369,998	\$115,363		82.6	AO
Patrycja Grudzinska	79.5%	\$127,268	\$70,888		83.0	Sabrina Lloyd
Ryan Wilson	51.0%	\$198,691	\$131,566		81.8	Philip Prata
VI Chase Miller	191.8%	\$219,913	\$75,355		77.8	S-S-Bendure-Hartwig
Joshua Dishong	71.8%	\$241,081	\$140,362		84.9	S-S-Bendure-Hartwig
Sergio Carta	60.2%	\$144,424	\$90,128		86.5	Beto Quintero
VII John Santosuosso	100.5%	\$176,788	\$88,175		82.7	Brett Gryska
Jessica Chang	89.6%	\$197,999	\$104,408		78.5	AO
David Quevillon	25.8%	\$86,506	\$68,771	93		Mathew Hart
VIII Daryl Graham	136.6%	\$223,775	\$94,566		80.7	S-S-Parks-Salvaggi
Brandon Minor	96.0%	\$114,991	\$58,669		91.5	AO
Brian Jerome	80.3%	\$139,950	\$77,618		79.9	Tom Williams

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	94.9%	\$1,255,407	\$644,235		81.0	AO
Mark Neilson	25.7%	\$749,384	\$595,996		80.6	AO
Mike Paragiou	17.4%	\$377,270	\$321,460		83.1	S-S-Parks-Salvaggi
II Eric Thompson	79.5%	\$482,891	\$269,033		83.5	S-S-Parks-Salvaggi
Matthew Diulus	47.2%	\$381,137	\$259,009		76.7	Simon Arias
Brody Maughan-Evanson	38.9%	\$339,422	\$244,422		77.5	Simon Arias
III Eno Iftiu	66.7%	\$366,458	\$219,849		82.6	AO
Joseph Tomanovich	57.6%	\$334,026	\$211,880		81.6	AO
Matthew Conrad	35.8%	\$310,435	\$228,647		85.1	S-S-Parks-Salvaggi
IV Mark Dushaj	136.2%	\$406,837	\$172,248	90		AO
Britton Costa	42.3%	\$246,130	\$173,013		81.2	Simon Arias
Andrew Bishop	40.9%	\$266,020	\$188,841		88.7	AO
V Arif Hajro	133.0%	\$369,998	\$158,800		82.6	AO
Bobby Hamilton	86.0%	\$275,324	\$147,994		75.6	AO
Gregory Rudolph	40.9%	\$216,791	\$153,823		80.2	Simon Arias
VI Joshua Dishong	109.3%	\$241,081	\$115,187		84.9	S-S-Bendure-Hartwig
Chase Miller	105.1%	\$219,913	\$107,237		77.8	S-S-Bendure-Hartwig
Tyler Boulden	40.2%	\$157,360	\$112,237		84.2	Josh West
VII Jessica Chang	115.7%	\$197,999	\$91,776		78.5	AO
John Santosuosso	81.3%	\$176,788	\$97,489		82.7	Brett Gryska
Chris La Fond	66.7%	\$175,749	\$105,405		81.9	AO
VIII Daryl Graham	180.3%	\$223,775	\$79,840		80.7	S-S-Parks-Salvaggi
Gary Slocum	93.8%	\$172,236	\$88,865		77.9	Desi Dimitrova
Brian Jerome	65.9%	\$139,950	\$84,348		79.9	Tom Williams

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES IX–XVI



IX

CHRIS MCFOY
CONCORD, CA



X

NICHOLAS CHUMA
COLUMBUS, OH



XI

PHI PHAN
SAN DIMAS, CA



XII

RITA RIDER
CLEVELAND, OH



XIII

JAMES MARKS
WEXFORD, PA



XIV

BRENDA FOX
MEMPHIS, TN



XV

BRANDON HUGHES
PHOENIX, AZ



XVI

ELVIS CARTAYA
HOUSTON, TX

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JANUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Chris McFoy	63.7%	\$75,052	\$45,836		80.7	Andrew McQuade
Donald DeVoise	51.7%	\$93,426	\$61,596		90.2	Slav Bitman
Slavita Hut	38.0%	\$94,210	\$68,276		85.1	John Young
X Nicholas Chuma	138.3%	\$109,911	\$46,130		81.4	S-S-Bendure-Hartwig
Alexis Pineiro	69.6%	\$105,078	\$61,945		79.7	Cohen-Velasquez
Chilynn Acevedo	59.1%	\$68,551	\$43,089		75.3	Fisher-Zuzick
XI Phi Phan	96.3%	\$105,924	\$53,967		84.7	Desi Dimitrova
Nicole Preston	33.1%	\$65,724	\$49,368		83.9	Kris Thieme
Justin Hermann	28.9%	\$66,987	\$51,956		78.2	Dustin Venekamp
XII Rita Rider	64.4%	\$74,087	\$45,058		85.8	S-S-Parks-Salvaggi
Daniel Orr	64.0%	\$57,361	\$34,970		83.6	Satti-Kanaan
Adrain Alfred	54.5%	\$56,250	\$36,417		74.9	Michael Vasu
XIII James Marks	177.3%	\$112,191	\$40,457		82.4	Simon Arias
Shawn Lewicki	112.6%	\$68,567	\$32,250		87.3	Hart-Lewicki
Conor Markins	96.0%	\$70,633	\$36,041		82.9	Simon Arias
XIV Brenda Fox	128.5%	\$73,684	\$32,250		75.5	London Nelson
Anton Ljuljdjuraj	22.2%	\$76,923	\$62,949	91		Zach Hart
Anthony Mazurkewicz	19.5%	\$38,535	\$32,250		80.4	Giddens-Giddens
XV Brandon Hughes	96.0%	\$63,209	\$32,250		86.0	Dustin Venekamp
Kingsley Ibeh	95.6%	\$63,090	\$32,250		84.6	Dustin Venekamp
Jennifer Ragan	72.6%	\$55,662	\$32,250		78.2	AO
XVI Elvis Cartaya	62.8%	\$52,507	\$32,250		99	AO
Raymond Risucci	29.6%	\$41,803	\$32,250	92		Moore-DeFurio
Tucker Gregor	15.6%	\$37,285	\$32,250	100		West-Moody

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD


Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Donald DeVoise	42.3%	\$93,426	\$65,677		90.2	Slav Bitman
William Parmeter	31.6%	\$93,386	\$70,942		80.2	Brett Gryska
Daniel Umbertone	28.0%	\$88,754	\$69,324		80.8	AO
X Nicholas Chuma	82.8%	\$109,911	\$60,112		81.4	S-S-Bendure-Hartwig
Alexis Pineiro	76.7%	\$105,078	\$59,459		79.7	Cohen-Velasquez
Steven King	66.9%	\$101,351	\$60,740		82.8	Zach Hart
XI Phi Phan	109.9%	\$105,924	\$50,459		84.7	Desi Dimitrova
Magda Figueiredo	47.3%	\$75,386	\$51,161		81.1	Gigliione-Ackerman
Aaron Parks	23.7%	\$70,034	\$56,619		79.7	Simon Arias
XII Adrienne Bragas	86.9%	\$86,451	\$46,259		78.8	AO
Rita Rider	70.6%	\$74,087	\$43,426		85.8	S-S-Parks-Salvaggi
Patrick Donovan	50.2%	\$59,598	\$39,674		81.5	AO
XIII James Marks	189.6%	\$112,191	\$38,741		82.4	Simon Arias
Brandon Schwed	117.2%	\$70,044	\$32,250	93		Kevin Holtz
Conor Markins	100.1%	\$70,633	\$35,303		82.9	Simon Arias
XIV Anton Ljuljdjuraj	138.5%	\$76,923	\$32,250		91	Zach Hart
Brenda Fox	128.5%	\$73,684	\$32,250		75.5	London Nelson
Anthony Mazurkewicz	19.5%	\$38,535	\$32,250		80.4	Giddens-Giddens
XV Brandon Hughes	96.0%	\$63,209	\$32,250		86.0	Dustin Venekamp
Kingsley Ibeh	95.6%	\$63,090	\$32,250		84.6	Dustin Venekamp
Jennifer Ragan	72.6%	\$55,662	\$32,250		78.2	AO
XVI Elvis Cartaya	62.8%	\$52,507	\$32,250		99	AO
Raymond Risucci	29.6%	\$41,803	\$32,250	92		Moore-DeFurio
Tucker Gregor	15.6%	\$37,285	\$32,250	100		West-Moody

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES I-VII



I
SABRINA LLOYD



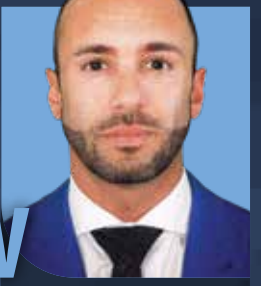
II
COHEN-VELASQUEZ



III
MICHAEL VASU




IV
ANDREW MCQUADE



V
TOMMY VENA



VI
GIDDENS-GIDDENS



VII
FISHER-ZUZICK



EC
SATTI-KANAAN



EC
ANDREW MCQUADE

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ ▶



ANDREW MCQUADE
Category IV
124.7



SATTI-KANAAN
Category III
120.6



SATTI-KANAAN
Category III
120.6

JANUARY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Sabrina Lloyd	85.8	\$498,398	\$581,100	81.5	33.3	
Simon Arias	94.8	\$1,963,373	\$2,070,100	79.0	28.4	
AO	78.9	\$5,806,989	\$7,363,400	81.1	27.5	
S-S-Parks-Salvaggi	113.3	\$1,858,565	\$1,640,000	83.6	23.0	
Jesus Romero	72.3	\$378,725	\$524,100	78.5	3.8	
II Cohen-Velasquez	94.7	\$514,339	\$543,400	82.4	31.8	
Beto Quintero	86.1	\$373,322	\$433,800	85.1	30.7	
Brett Gryska	86.5	\$594,945	\$687,500	82.8	28.1	
S-S-Bendure-Hartwig	114.5	\$679,968	\$594,000	84.0	22.5	
III Michael Vasu	89.1	\$434,117	\$487,300	79.0	12.2	
Satti-Kanaan	120.6	\$455,924	\$378,000	82.9	-5.4	
Richard Correa	61.9	\$298,410	\$482,400	78.7	-12.8	
IV Andrew McQuade	124.7	\$307,108	\$246,300	83.3	67.0	
Philip Prata	103.6	\$259,177	\$250,100	81.9	46.3	
Albert Serur	48.7	\$184,481	\$379,200	79.2	30.0	
Josh West	101.1	\$276,170	\$273,100	86.9	16.2	
Tom Williams	90.5	\$330,142	\$364,800	78.7	10.1	
V Tommy Vena	81.1	\$184,954	\$228,000	78.4	12.5	
Cindy Furer	82.9	\$191,552	\$231,000	78.0	4.1	
Laura Fisher	82.7	\$215,204	\$260,300	81.3	-4.6	
VI Giddens-Giddens	93.8	\$144,762	\$154,400	82.0	43.3	
Ryan Bisanz	95.0	\$161,437	\$169,900	76.3	29.8	
Slav Bitman	103.7	\$214,573	\$206,900	87.3	6.5	
VII Fisher-Zuzick	107.5	\$118,420	\$110,200	79.3	39.0	
Blake Ralston	82.6	\$113,306	\$137,200	79.0	25.4	
Denis-Michael Catalano	94.7	\$130,140	\$137,400	81.7	10.9	
Kevin Holtz	81.9	\$125,646	\$153,500	80.4	9.2	
Chalom-Chalom	77.1	\$110,139	\$142,900	84.5	1.6	

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Sabrina Lloyd	85.8	\$498,398	\$581,100	81.5	33.3	
Simon Arias	94.8	\$1,963,373	\$2,070,100	79.0	28.4	
AO	78.9	\$5,806,989	\$7,363,400	81.1	27.5	
S-S-Parks-Salvaggi	113.3	\$1,858,565	\$1,640,000	83.6	23.0	
Jesus Romero	72.3	\$378,725	\$524,100	78.5	3.8	
II Cohen-Velasquez	94.7	\$514,339	\$543,400	82.4	31.8	
Beto Quintero	86.1	\$373,322	\$433,800	85.1	30.7	
Brett Gryska	86.5	\$594,945	\$687,500	82.8	28.1	
S-S-Bendure-Hartwig	114.5	\$679,968	\$594,000	84.0	22.5	
III Michael Vasu	89.1	\$434,117	\$487,300	79.0	12.2	
Satti-Kanaan	120.6	\$455,924	\$378,000	82.9	-5.4	
Richard Correa	61.9	\$298,410	\$482,400	78.7	-12.8	
IV Andrew McQuade	124.7	\$307,108	\$246,300	83.3	67.0	
Philip Prata	103.6	\$259,177	\$250,100	81.9	46.3	
Albert Serur	48.7	\$184,481	\$379,200	79.2	30.0	
Josh West	101.1	\$276,170	\$273,100	86.9	16.2	
Tom Williams	90.5	\$330,142	\$364,800	78.7	10.1	
V Tommy Vena	81.1	\$184,954	\$228,000	78.4	12.5	
Cindy Furer	82.9	\$191,552	\$231,000	78.0	4.1	
Laura Fisher	82.7	\$215,204	\$260,300	81.3	-4.6	
VI Giddens-Giddens	93.8	\$144,762	\$154,400	82.0	43.3	
Ryan Bisanz	95.0	\$161,437	\$169,900	76.3	29.8	
Slav Bitman	103.7	\$214,573	\$206,900	87.3	6.5	
VII Fisher-Zuzick	107.5	\$118,420	\$110,200	79.3	39.0	
Blake Ralston	82.6	\$113,306	\$137,200	79.0	25.4	
Denis-Michael Catalano	94.7	\$130,140	\$137,400	81.7	10.9	
Kevin Holtz	81.9	\$125,646	\$153,500	80.4	9.2	
Chalom-Chalom	77.1	\$110,139	\$142,900	84.5	1.6	

CATEGORIES VIII–XIII



VIII
ANDRE MCCALLUM



IX



EC



EC



AO-LORENCE



X

JOHN YOUNG



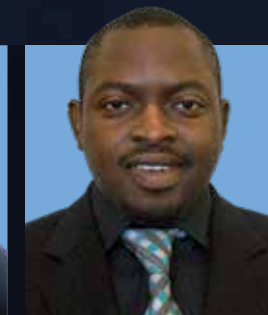
XI

GABRIEL FELDMANN

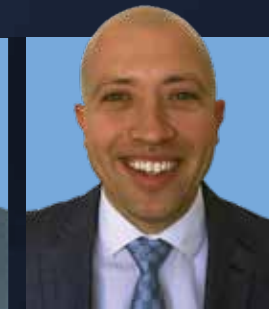


XII

WILLIAMS-AKINADE



XIII



ALMEIDA-GRAHAM

TOP % OF NET ALP OBJ ▶



HART-LEWICKI
Category IX
143.2

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JANUARY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Andre McCallum	105.7	\$109,994	\$104,100		74.9	143.3
Tiffany Wagner	86.2	\$115,713	\$134,300		83.0	13.8
Desi Dimitrova	110.1	\$194,647	\$176,800		79.9	13.3
Chad Deley	87.9	\$113,112	\$128,700		80.0	4.0
IX AO-Lorence	92.4	\$94,572	\$102,300		83.3	152.4
Hart-Lewicki	143.2	\$116,167	\$81,100		82.6	150.4
Oldham-Moore	78.6	\$104,718	\$133,300		74.8	15.5
X John Young	117.7	\$98,439	\$83,600		85.7	112.0
Mark Beckford	75.5	\$63,483	\$84,100		79.8	56.2
Kris Thieme	72.2	\$63,714	\$88,300		79.8	-8.5
XI Gabriel Feldmann	76.1	\$35,857	\$47,100		81.1	84.4
Jeremy Rivers	96.2	\$39,635	\$41,200		74.1	11.0
Cisco Perez	55.6	\$32,156	\$57,800		74.2	-20.9
XII Williams-Akinade	98.5	\$56,525	\$57,400	91		45.3
Williams-Musso	101.5	\$101,952	\$100,400	96		35.9
Nicole Sanders	66.3	\$24,520	\$37,000		79.2	33.4
XIII Almeida-Graham	120.4	\$44,557	\$37,000	93		N/A
Moore-DeFurio	111.9	\$41,411	\$37,000	98		N/A
Adel Al Choufi Naim	107.9	\$39,922	\$37,000	93		250.4
Michael Barlettano	102.3	\$37,837	\$37,000	94		N/A

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Andre McCallum	105.7	\$109,994	\$104,100		74.9	143.3
Tiffany Wagner	86.2	\$115,713	\$134,300		83.0	13.8
Desi Dimitrova	110.1	\$194,647	\$176,800		79.9	13.3
Chad Deley	87.9	\$113,112	\$128,700		80.0	4.0
IX AO-Lorence	92.4	\$94,572	\$102,300		83.3	152.4
Hart-Lewicki	143.2	\$116,167	\$81,100		82.6	150.4
Oldham-Moore	78.6	\$104,718	\$133,300		74.8	15.5
X John Young	117.7	\$98,439	\$83,600		85.7	112.0
Mark Beckford	75.5	\$63,483	\$84,100		79.8	56.2
Kris Thieme	72.2	\$63,714	\$88,300		79.8	-8.5
XI Gabriel Feldmann	76.1	\$35,857	\$47,100		81.1	84.4
Jeremy Rivers	96.2	\$39,635	\$41,200		74.1	11.0
Cisco Perez	55.6	\$32,156	\$57,800		74.2	-20.9
XII Williams-Akinade	98.5	\$56,525	\$57,400	91		45.3
Williams-Musso	101.5	\$101,952	\$100,400	96		35.9
Nicole Sanders	66.3	\$24,520	\$37,000		79.2	33.4
XIII Almeida-Graham	120.4	\$44,557	\$37,000	93		N/A
Moore-DeFurio	111.9	\$41,411	\$37,000	98		N/A
Adel Al Choufi Naim	107.9	\$39,922	\$37,000	93		250.4
Michael Barlettano	102.3	\$37,837	\$37,000	94		N/A

CATEGORY I



1
DAVID SCALISI
MANLIUS, NY



2
BRENDA WADEY
CALGARY, AB



1
RONA PILEGGI SPANO
DARIEN, IL



2
TIM O'CONNOR
YUKON, OK



1
KATHY PAPPAS
ROSLYN HARBOR, NY



2
KELLY WALKER
FORT WORTH, TX

CATEGORY II

CATEGORY III

CATEGORY IV



1
RALPH BEARD
FRANKLIN, TN



2
AMANDA CROSS
LEXINGTON, KY



1
NOEL ROBBINS
WESTERVILLE, OH



2
THOMAS NEJMAN
TAMPA, FL



1
ERICA DALAGER
LAKELAND, MN



2
LAURIE GRUBER
HAMMOND, WI

CATEGORY V

CATEGORY VI

CATEGORY VII



1
LOU NELL BUSBY
HENDERSON, TN



2
MINERVA GALVAN
RACINE, WI



1
RYAN GREGOLI
BRONX, NY



2
ROOZBEH BOZORGMANESHFARD
HOUSTON, TX

CATEGORY VIII

TOP MANAGERS

CATEGORY II



1
TAMI WILLIAMS
WESTFIELD, IN

INDIVIDUAL REPS: JANUARY

Category	Rank		Cards	Obj	% Obj
I	1	David Scalisi	1,570	1,217	129.0%
	2	Brenda Wadey	1,510	1,247	121.1%
	3	Travis Daniels	1,873	1,548	121.0%
II	1	Rona Pileggi Spano	2,699	1,095	246.6%
	2	Tim O'Connor	1,688	1,028	164.1%
	3	Cindy Kunce	1,909	1,200	159.1%
III	1	Kathy Pappas	1,753	846	207.2%
	2	Kelly Walker	1,013	917	110.4%
	3	Anna Guido Rohrer	1,100	1,006	109.3%
IV	1	Ralph Beard	1,039	766	135.6%
	2	Amanda Cross	889	742	119.8%
	3	Donna LaMontagna	778	728	106.8%
V	1	Noel Robbins	677	601	112.7%
	2	Thomas Nejman	600	599	100.2%
	3	Jessica Christersson	697	698	99.8%
VI	1	Erica Dalager	930	564	164.8%
	2	Laurie Gruber	685	550	124.6%
	3	Katy Hogge	640	550	116.3%
VII	1	Lou Nell Busby	1,028	550	186.8%
	2	Minerva Galvan	627	550	114.1%
VIII	1	Ryan Gregoli	820	550	149.1%
	2	Roozbeh Bozorgmaneshfard	580	550	105.5%
Rookie	1	Ryan Gregoli	820	550	149.1%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank		Cards	Obj	% Obj
I	*1	David Scalisi	1,570	1,217	129.0%
	2	Brenda Wadey	1,510	1,247	121.1%
	3	Travis Daniels	1,873	1,548	121.0%
II	*1	Rona Pileggi Spano	2,699	1,095	246.6%
	2	Tim O'Connor	1,688	1,028	164.1%
	3	Cindy Kunce	1,909	1,200	159.1%
III	*1	Kathy Pappas	1,753	846	207.2%
	2	Kelly Walker	1,013	917	110.4%
	3	Anna Guido Rohrer	1,100	1,006	109.3%
IV	*1	Ralph Beard	1,039	766	135.6%
	2	Amanda Cross	889	742	119.8%
	3	Donna LaMontagna	778	728	106.8%
V	*1	Noel Robbins	677	601	112.7%
	2	Thomas Nejman	600	599	100.2%
	3	Jessica Christersson	697	698	99.8%
VI	*1	Erica Dalager	930	564	164.8%
	2	Laurie Gruber	685	550	124.6%
	3	Katy Hogge	640	550	116.3%
VII	*1	Lou Nell Busby	1,028	550	186.8%
	2	Minerva Galvan	627	550	114.1%
VIII	*1	Ryan Gregoli	820	550	149.1%
	2	Hetu Mahindra	813	550	147.8%
	3	Roozbeh Bozorgmaneshfard	580	550	105.5%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: JANUARY

Category	Rank		Cards	Obj	% Obj
II	1	Tami Williams	6,238	5,400	115.5%
	2	Judy Spade	5,444	5,377	101.3%

MANAGERS: YTD

Category	Rank		Cards	Obj	% Obj
II	*1	Tami Williams	6,238	5,400	115.5%
	2	Judy Spade	5,444	5,377	101.3%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** ERICA DALAGER 775
- 2** HETU MAHINDRA 732
- 3** KATHY PAPPAS 659



1
ERICA DALAGER
LAKELAND, MN

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,00 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

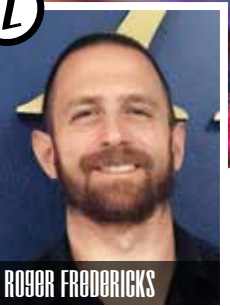
WORLD'S GREATEST BONUS

1



JOSHUA DISHONG
\$25,895
S-S-Bendure-Hartwig

2



ROGER FREDERICKS
\$15,519
AO

3



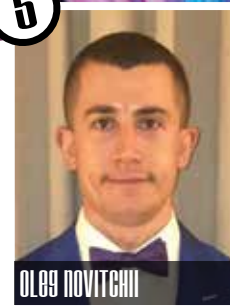
DUNI OLUSEGUN
\$13,940
Phillip Waisman

4



CARMEN ARROYO
\$12,995
Theodore Pappas

5



OLEG NOVITCHII
\$11,433
S-S-Parks-Salvaggi

JANUARY BONUS LEADERS

PAYOUT: \$2,603,097

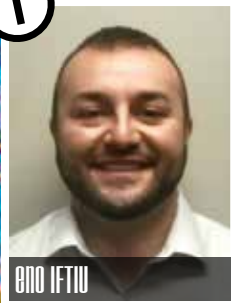
QUALIFIERS: 4,209

\$ 25,895 Joshua Dishong	\$ 5,076 Anthony Clement	\$ 3,730 Joseph Misleh	\$ 2,821 Michael Giachetti	\$ 2,464 Victor Liu	\$ 2,164 Delena Spencer
15,519 Roger Fredericks	5,076 Phi Phan	3,710 Ahmad Agel	2,814 Elvis Tinaj	2,460 Dulce Paz	2,159 Michael Conner
13,940 Duni Olusegun	5,065 Damaris Trejo	3,701 James Sherwood	2,781 Dina Boghdady	2,433 Kimberly Nokk	2,159 Gabriel Hurst
12,995 Carmen Arroyo	4,973 Scott Whitford	3,665 Trace Cary	2,774 Marianne Renauld	2,429 Janine Yingling	2,151 Kiana Gorden
11,433 Oleg Novitchii	4,706 Jillian Arshadi	3,647 Blair Sheppard	2,765 Bryce Engstrom	2,426 Joshua Hosenbold	2,141 Ladan Rahbary
11,234 Aref Sayegh	4,679 Max Quasem	3,585 Nathan Labranche	2,752 Daoud Naser	2,423 Chad McLaughlin	2,135 Sofia Cedeno Leal
11,174 Todd Krupa	4,648 Jordan Brown	3,539 James Hodges	2,751 Cameron Labrie	2,409 Katherine Carter	2,134 Sasha Oakes
9,813 Kevin Musai	4,619 Braydon Cameron	3,505 Igor Melcharek	2,750 Ryan Queyrouze	2,391 Maria Diringier	2,130 Lindsey Dettwiller
9,801 Nikolla Lulgjuraj	4,590 Matthew Zang	3,498 Melissa Hayfa	2,748 Hernan Rodriguez	2,388 Priscila Gonzalez	2,124 Carl Weydeman
9,676 Salaur Khorrami	4,530 Arturo Romero	3,487 Austin Rockall	2,746 Vanessa Farias	2,386 Waundlyan Pete	2,113 Devin Finley
9,604 Dianka Blash	4,444 Colby Fox	3,478 Christian Gojcaj	2,741 Carlos Azuaje	2,371 Tyjere Morrow	2,091 Sarah-Marie Sandford
8,896 Samuel Marzula	4,416 Ellen Tuttle	3,447 Edward Nguyen	2,739 Epifania Segovia	2,370 Oriana Lezczano	2,078 Brittmarie Yarian
8,882 Emily Klich	4,380 Ashley Kopchak	3,434 Michelle Scourtos	2,739 Barreto	2,350 Daniel Prinzo	2,069 Jorge Villamizar
8,536 Aaron Ebel	4,368 Muhammed Ashraf	3,362 Christopher McGlynn	2,732 Jennifer Ragan	2,348 Spencer Kozej	2,064 Kasali Kotun
8,465 Daniel Paravisini	4,343 Dairon Arbona	3,361 Chris Anderson	2,730 Julie Aprahamian	2,341 Evan Pinkerton	2,062 Mary Teah
8,310 Abraham Mogilevsky	Fonseca	3,359 David Ferriolo	2,696 Margorie Mignogna	2,332 Kimberly Ramirez	2,059 Melinda Skinner
7,871 Marshall Fernandez	4,327 Shiva Latify	3,345 Vanessa Rodriguez	2,689 Joseph Michelin	2,329 Celin Gonzalez	2,058 Jessica Chang
7,692 Carrington Hanna	4,316 Klaudio Martinaj	3,336 Rosa Colmenares	2,664 Erica Bethae	2,315 Nathaniel Magda	2,056 Karem Cogollo
7,534 Kristi Basho	4,263 Sallie Grayson	3,336 Borrego	2,656 Joachim Jean	2,287 Hector Cruz	2,041 Patrick Locke
7,459 Andi Iftiu	4,250 Alessandro Succurro	3,280 Rodney Williams	2,653 Dominick Nieves	2,284 Jennifer Anthes	2,038 Ryan Cummings
7,316 Christina Salvatore	4,217 Shantasia McCain	3,253 Silas Merkel	2,649 Indhira Lomelli	2,278 Scott Seymore	2,037 Joshua Gibbs
7,293 Lily Sakai	4,200 Joey Kennedy	3,243 Ian Pickett	2,637 Bryan Stoddard	2,278 David Rigney	2,026 Truman Falkner
7,204 Lindsey Gilbert	4,195 VaShawn Nelson	3,212 Sharon Potter	2,624 Derek Koppari	2,275 Michele Faul	2,026 Nicholas Montiel
7,104 Tomarus Burks	4,163 Dillon Zartman	3,187 Sarah Saleim	2,612 Adalberto Paz	2,270 David Rigney	2,012 Francia Medina
7,033 Ashley Mysza	4,152 Jihad Ottallah	3,185 Michael Francoeur	2,590 Jean Romero Capote	2,268 Harvey Quinn	2,008 Diallo Mitchell
6,449 Mathew Kahwaji	4,128 Dawid Liniewski	3,182 Jonathan Rindt	2,586 David Melendrez	2,267 Nancy Nunez De	2,005 Bruce Rojee
6,382 Sonia Steele	4,075 Jonathan Conner	3,178 Remington Bloch	2,580 Michael Battaglio	2,267 Colls	1,998 John Torres
6,351 Alexandra Longo	4,072 Darius Rowan	3,177 Christopher Braun	2,573 Sebrina Lazeo	2,265 Matthew Sutton	1,997 Natalia Beltran
6,347 Roger Fung	4,064 Derrick Mason	3,172 Jillian Getz	2,572 Tanner Duy	2,259 James Ganci	1,997 Carla Villalobos
6,115 Trevor Bailey	4,060 Kurt Evans	3,171 Stephen Bowen	2,568 Vivian Trinh	2,254 Zindora Crawford	1,990 Russell Lytle
5,916 Kevin Ishikane	4,012 Ervin Metaj	3,161 Anthony Greco	2,568 Mario Borino	2,249 Morgan Boneberg	1,985 Samuel Morrison
5,739 Ashkan Khoshmaghham	3,978 Kimbria Bracey	3,019 Kelly Ekker	2,566 Brendan Gilbert	2,239 Tyler McKnight	1,981 Anne Banco
5,728 Irma Gallardo	3,945 Justin Neal	3,018 Gorge Gogidze	2,559 Brendan Cole	2,237 Andrew Cozby	1,978 Jordan Turchin
5,691 Edward Leon	3,923 Yelitza Dominguez	2,972 Gage Harrington	2,546 Tony Geer	2,223 Ryan Clawson	1,964 Stephen Smith
5,690 Firat Ucar	3,913 Dalton Cassavoy	2,949 Colin Ghee	2,526 Dmitry Pendro	2,209 Hernan Moreno	1,963 Meagan Payne
5,674 Rebecca Amundson	3,906 Andrew Chambers	2,909 Brooklyn Brooks	2,513 Sara Hart	2,208 Joseph Sarasin	1,959 Lynn Svoboda
5,663 William Heilman	3,825 Aaron Chen	2,909 Courtney Weseman	2,504 Mariana Chirinos De	2,204 Lori Hamel Johnson	1,957 Christopher Smith
5,641 Yoel Chacin Gonzalez	3,820 Jennifer Savino	2,907 Michele Stewart	2,493 Nicholas Liening	2,200 Cross Steplowski	1,956 Anthony Marsella
5,533 Nicholas Davis	3,816 Kelly Nelson	2,895 Whitney Leung	2,490 Samuel Benton	2,194 Pedro Enrique Colls	1,955 Nathan Hunt
5,526 Alex Jankowski	3,806 Ryan Hritz	2,889 Tiffney Harmouche	2,479 Daniela Gomez	2,189 Jonathan Russell	1,953 Micah McGhee
5,441 Brandon Bennett	3,802 Troy Plummer	2,889 Nicholas Garcia	2,477 Yauri Victoria	2,181 Aldo Ramirez	1,944 Denzil Latimore
5,349 Daryl Graham	3,753 Alek Lichniak	2,849 Nicholas Garcia	2,473 Michael Demaggio	2,177 Marian Gerges	1,943 Dennis Manko
5,224 Michael van Delft	3,751 Kashala Guiden	2,826 Robert Burns	2,472 Connor O'Leary	2,173 Savannah Ontiveros	1,943 Cathleen Hairston
5,220 Nancy Djendji	3,750 Erald Tomorri	2,825 Jose Andres Palomo		2,173 George Ray	
5,118 Noor Musleh	3,744 Carly Ferraro	2,825 Rodriguez		2,172 Bryan Juskiw	

\$ 1,941 Nicole Cenkner	\$ 1,650 Nicholas Gomez	\$ 1,452 Riche Haye	\$ 1,307 Michelle Mendez	\$ 1,198 Jahanna Pace	\$ 1,089 Todd Weinberg
1,927 John Witteman	1,647 Jonathan Collins	1,450 Yuhung Yeh	1,306 Melanie Dawson	1,197 Christabel Ornelas	1,089 Shawn Girdhari
1,926 Ireland Simi	1,644 Andrea Mulder	1,440 Joel Nunez	1,306 Ryan Crawford	1,196 Kaylee Harvie	1,085 Jabari Thompson
1,925 Endy Suriel	1,642 Calvin Brewer	1,439 Ender Fernando	1,305 Cherod Gadsen	1,196 Margarita Hickman	1,082 Agnieszka Kusper
1,912 Bernardo Lopez	1,641 Miguel Diego	Esquivel	1,298 Lincoln Dziekonski	1,195 Daniel Plourde	1,080 Joseph Bally
1,912 Ardian Gojcaj	1,641 James Marks	1,438 Humberto Vivas Soto	1,297 Michael Carter	1,194 Al-Shakise Anderson	1,080 Sylwia Faucher
1,911 Temesghen Starr	1,631 Monica Lee	1,426 Mike Mangaoang	1,296 Kaisy Kahalany	1,193 Timothy Rose	1,079 Arielle Surgeson
1,903 Tucker Gregor	1,630 Khadijah	1,423 Jenny Kim	1,295 Damisela Morales De	1,186 Shoshawnee Hunter	1,078 Matthew Cartwright
1,903 Danielle Hercules	Muhammad	1,416 Andrew Bernsdorff	Bonilla	1,186 Brian Obrecht	1,077 Joseph Bell
1,896 Cameron Ontko	1,628 Tension Mather	1,415 Juliya Ostapyuk	1,294 Jenny Anderson	1,184 Wilmer Guillen	1,072 Leonard Westfall
1,895 Derrek Kingery	1,610 Cory Moncol	1,415 Jacqueline Kabluyen	1,293 Flor Tapia	1,183 Rochelle Magpantay	1,072 Johnathan Hoggins
1,892 Sione Maumau	1,610 Amber Hammerl	1,414 Heather Beatty	1,292 Tichina Haughton	1,182 Lorena Herndon	1,069 Antonio Quintana
1,887 Maria Galvez	1,607 Carolina Gonzalez	1,411 Tyrus Whitehead	1,288 Derek Sutherlin	1,179 Greta Wilson	1,069 Chad Johnson
1,879 Richard Sidoti	Anziani	1,410 Tristian Haynes	1,285 Sherrie McCarty	1,179 Scott Urbanowicz	1,069 Cody Langston
1,876 Jose Yvimas Garcia	1,606 Alipate Makaui	1,408 Traci Alderman	1,284 Lebert McBean	1,177 Esmeralda Cruz	1,068 Lisbeth Vasquez
1,874 Noella Coleman	1,604 Jordan A Miller	1,408 Kristina Tuttle	1,283 Latricia Forbes	1,176 Rana Shirer	1,068 Jasmine Williams
1,870 Isaac Fuentes	1,601 Justine Meyers	1,403 Marie Laine	1,282 Clayton Slaughter	1,176 Jarrell Jackson	1,066 Muhammad Mansoor
1,858 Matthew Code	1,601 Andres Garcia Gomez	1,403 Samuel Crock	1,280 Dana Everett	1,174 Helen Hernandez	1,065 Luz Cortes
1,857 Calvin Irving	1,600 Bezawit Girma	1,402 Mariangela Duerto	1,279 Leonardo Durangil	1,173 DeAnthony Hartman	1,064 Bradley Harrell
1,856 Dirk Devries	1,599 Sharon Eckenrod	Aranguren	1,278 Lindsay Belham	1,170 Breann Hoenig	1,064 Srinivas Yerraganti
1,852 Vanessa Suiter	1,597 Reginald Flugence	1,402 Entela Malasi	1,276 Nicole Wright	1,170 Stefani Miller	1,064 Jairo Cabrera
1,848 Mike Reed	1,592 Hailey Parsons	1,400 Amy Durr	1,275 Ariane Davis	1,169 Tyra Grant	1,061 Jared Bader
1,840 Dominic Meehan	1,589 Rea Lynch	1,400 Raul Pinto	1,272 Noah Vongunden	1,169 Jennifer Siregar	1,056 Evan Stewart
1,830 Ana Cimarosti	1,583 Kathleen McArthur	1,400 Michael Burningham	1,270 Adam Kidikas	1,168 Jordan Jones	1,053 Nicklaus Boker
1,830 Cameron Gray	1,579 Jacob Reiter	1,397 Herivelto Pereira	1,269 Zeenat	1,168 Michael Bruno	1,052 Matthew Sturgis
1,827 Robert Joseph	1,579 Jacob Krieger	1,394 Magaly Una	Sanni-Balogun	1,167 Abraham El Refaei	1,051 Joshua Butrey
1,824 Alex Smith	1,570 Nicolaus	1,393 Ashlee Brill	1,266 Maria Mendez	1,167 Jonathan Marrero	1,051 Jorge Alvarez
1,813 Dylan White	Cawley-Murphree	1,390 David Stuart	Guillen	1,167 David Starr	1,049 Amy Shui
1,810 Jose Abad	1,567 Richard Tabanji	Mohammadi	1,265 Thomas Agee	1,166 Ameenah	1,048 Christopher Bungay
1,810 Romal Omid	1,567 Betsy Adney	1,389 Gilbert Diaz	Maria Isabel	Muhammad	1,048 Christina Hill
1,799 Sonia Silva	1,566 Alyssa Libby	1,385 Myles Coston	Gonzalez Osoria	1,162 Byron Patterson	1,048 Damon Blackman
1,798 Sarelisa Marin De	1,562 Maziar Taghdiry	1,382 Jacoby Barry	1,264 Gysell Ybarra	1,162 Matthew Bindert	1,040 Bree Biddle
Diaz	1,558 Elio Mertiri	1,374 Connor O'Donnell	1,260 Amy Hull	1,162 Laura Kologenski	1,040 Juli Roth Preston
1,796 Walter Hayden	1,558 Katie Stahulak	1,373 Ashley Brosious	1,258 Brian Melvin	1,162 Asante Jackson	1,038 Shahab Mahdavejad
1,791 Steffanie Sainato	1,556 Kayle Mace	1,373 Giuliano Di Nardo	1,257 Sydney McNeal	1,159 Omiyowila	1,037 Joshua McTier
1,790 Alan Sedaghat	1,555 Scott Jay	1,372 Jose Manzo	1,257 Jennifer Bragg	Akinfolarin	1,036 Justin Sherman
1,788 Kempton Perry	1,553 Darius Yousif	Genna	1,255 Kacie Schwartzfigure	1,156 Jason Goines	1,032 Damon Blackman
1,786 Barbara King	1,550 Claudia Jacquet	DeMetsenaere	1,253 Antonio Evans	1,154 Adrian Bendo	1,030 Benjamin Cohen
1,781 Steven Counts	1,546 Genesis Castillo	1,369 Sanad Altal	1,249 Phoebe He	1,150 Gregory McDuffie	1,028 Jordan Ford
1,766 Lloyd Patterson	1,546 Amoy Wyndham	1,366 David Asbra	1,249 Julie Loboda	1,148 Christine Morris	1,027 Ryan Milburn
1,762 Samuel Holden	1,546 Jose Anderson	1,363 Tina Nelson	1,243 Miguel Leon	1,146 Gunnar Jorstad	1,024 Marcos Mendoza
1,762 Nicholas Beyer	1,544 Mark Lomonaco	1,362 Jesusdieu Portilus	1,242 Brandine Floyd	1,145 Cassandra Havel	Cedeño
1,758 Tony Georges	1,544 Tyrese Holland	1,362 Anthony Aiello	1,242 Mario Chavez	1,144 Tevin Overton	1,023 Leonardo Alsina
1,747 Ikram Al-Shobaki	1,544 Sean Smith	1,358 Pa Alike Kasseh	1,241 Bruce Tan	1,144 Colin Desnoyers	1,023 Kylee Blehm
1,740 Jesse Benwell	1,540 Cathy Dishong	1,354 Kolbie Lewis	1,241 Josefina Lugo	1,140 Michael Frabotta	1,022 Casey Combs
1,737 Matthew McDowell	1,540 Oscar Gastelum	1,354 Gregory S Miller	1,239 Bradley Blumenshine	1,139 Laurekins Pardovani	1,021 Colleen Dadante
1,735 Brenna Behan	1,538 Mark Neilson	1,353 DaOne Jordan	1,235 Marjorie Patton	1,139 Michael Panella	1,020 Leonardo Zaracual
1,731 Damon Stroup	1,529 Paul Read	1,349 Charles Belt	1,234 Darrell Smith	1,135 Michael Ramonez	1,018 Ruben Gomez
1,725 Austin T Smith	1,527 Gjon Ljulldjuraj	1,345 Rocky Allen	1,234 Andrew Elledge	1,135 Omaira Garces	1,018 Casey Combs
1,722 Ivoni Fuimaono	1,524 Sherine Zahra	1,342 Matthew Polk	1,234 Katharine Thorne	1,133 John Franklin	1,018 Colleen Dadante
1,721 Conredge Collins	1,523 Kareem Mutia	1,342 Brianna Jasinski	1,233 Carlos Navas	1,133 Anthony Williams	1,018 Leonardo Zaracual
1,721 Trace Johnson	1,521 Justin Rankin	1,337 Kevin Gillum	1,229 Crystal Vairetta	1,133 Katarzyna Nowacki	1,018 Ruben Gomez
1,713 Robert Skok	1,519 Lindsay Staffieri	1,336 Funmilola Elumade	1,229 Lizzie Ann James	1,129 Christopher Edinger	1,016 Damon Brassell
1,712 Lance Cobbs	1,517 Nicholas D Smith	1,332 Chloe Snow	1,229 Henoeh Roman	1,129 Christopher Pettigrew	1,015 Tammie Sullivan
1,712 Melvinia Tholmer	1,513 Jantale Jones	1,332 Andrew Leah	1,225 Stephanie Dunbar	1,125 Marcus Pettigrew	1,012 Justin Roberts
1,711 Jonathon Carothers	1,513 Richard Carter	1,331 Jonathan Parham	1,225 Trinia Cline	1,124 Rachael Glamp	1,010 Cassia Schultz
1,711 Joseph Hedborn	1,504 Jonathan Da-Al	1,331 Marvin Mondragon	1,225 Sarek Osborne	1,123 Kara Roenspies	1,010 Sara Flanagan
1,708 Jonathan Sultan Levy	1,498 Carolyn George	1,330 Babajide Obashoto	1,224 Joshua Hammond	1,122 Daytona Hernandez	1,008 Leonardo Perez
1,703 Simon Reichert	1,495 Jeremy Engrav	1,329 Keenan Pacheco	1,217 Marc Futterweit	1,122 Corey Vertz	1,007 Maverick Nienaber
1,702 Michael Hutchinson	1,492 Amir	1,329 Jeanine Barlettano	1,216 Jalen Lawson	1,122 Mercedes Bens	1,006 Danial Arif
1,701 Kristin Trammer	Iranidoosthaghghi	1,326 Nahireth Rivero	1,215 Brandon Neal	1,119 Josh Spence	1,003 Chaz Hutcherson
1,696 Carla Villalobos	1,488 Joseph Hogue	1,326 Hala Herbab	1,214 Zakiya Jones	1,119 Abigail Burke	1,002 Joaquin Santos
1,695 Bradley Christiansen	1,488 Brittney Tancowny	1,324 Angelo Luciano	1,214 Jenny Curiel	1,117 Alma B Gonzalez	1,002 Elba Diaz
1,693 Sandy Metellus	1,486 Joseph Cascio	1,324 Gabriella Salinas	1,214 Jessica Perez Fuentes	1,115 Kathleen Mezik	1,001 Darreontae Moore
1,691 Frederick Cole	1,482 Joel Acosta	1,323 Rachael Frankino	1,211 Kemar Thompson	1,115 Bailey Williams	1,001 Omar Flores
1,682 Shane Havel	1,481 Juan Olvera	1,323 Michael Ellis	1,211 Joshua Bacchus	1,114 Jessica Rosenberg	1,000 Leon Pickett
1,682 Jorge Caridad	1,480 Tyler Teague	1,323 Cesar Castillo	1,211 Calvin Dickherber	1,114 Paul Pestian	
1,681 Xiomara Torres	1,476 Juan Urribarri	1,322 Michael Maloney	1,210 Vincent Brown	1,112 Latoiya Wells	
1,680 Parveen Lakhani	1,472 Jeffrey May	1,321 Noris Dominguez	1,210 Santino Sierra	1,109 Julian Committee	
1,677 Darkis Perez Padron	1,471 Carson Coady	Ramirez	1,208 George Shafer	1,108 Henry Jacobs	
1,671 Alex Miller	1,467 Jesse Fullmer	1,320 Anna Senra	1,207 Jerry Allien	1,108 James M Hill	
1,670 Mariana Morales	1,464 Sayed Hashimi	1,318 Abraham Salazar	1,206 Danyely Ramirez	1,107 Lleison Martinez	
1,666 Melissa Losk	1,461 Robert Brannan	Sanabria	Gody	1,106 Richard Bentley	
1,656 Michelle Lopez	1,458 Rovena Lulgjuraj	1,317 Farnaz Fotovat	1,206 Diego Demerath	1,103 Tachane Joseph	
1,654 Suzanna Slench	1,454 Rubin Chaimov	Ahmadi	1,205 Amanda Allen	1,101 Rami Hakim	
1,652 Elizabeth Wallin		1,309 Vienna Howat	1,204 Valeria Durante	1,100 Jennifer Lucero	
		1,308 Derrick Turner	1,201 Preeti Sahgal	1,098 Mia Mitchell	
				1,093 Michael Scarborough	

LEADERSHIP BONUS

1



ENO IFTIU
\$45,019
AO

2



MARK DUSHAJ
\$39,306
AO

3



ARIF HAJRO
\$37,657
AO

4



JOHN SANTOSUOSSO
\$31,003
Brett Gryska

5



MARK NEILSON
\$23,020
AO

JANUARY BONUS LEADERS

PAYOUT: \$1,767,744

QUALIFIERS: 838

- \$ 45,019 Eno Iftiu
- \$ 39,306 Mark Dushaj
- \$ 37,657 Arif Hajro
- \$ 31,003 John Santosuosso
- \$ 23,020 Mark Neilson
- \$ 22,896 Joseph Tomanovich
- \$ 22,360 Bobby Gujral
- \$ 21,236 Joseph Crivelli
- \$ 18,999 Nafic Djendji Abdel Khalek
- \$ 17,616 Moriah Chandler
- \$ 15,009 Zach Otto
- \$ 14,686 Ryan Stenglein
- \$ 14,295 Adrienne Bragas
- \$ 14,258 Joshua Olin
- \$ 14,163 Zackarea Hakim
- \$ 13,128 Klaudio Martinaj
- \$ 12,348 Gregory Rudolph
- \$ 12,143 Matthew Conrad
- \$ 12,130 Jessica Chang
- \$ 11,834 Tami Chaimov
- \$ 11,620 Jozef Tinaj
- \$ 11,616 Ashley Rust
- \$ 11,362 Jenny Kim
- \$ 11,105 Morgan Tranquist
- \$ 10,991 Chris La Fond
- \$ 10,821 Patrycja Grudzinska
- \$ 10,722 Kamal Tayyib
- \$ 10,056 Jonathan Rindt
- \$ 10,036 Daniel Prinzo
- \$ 9,751 Darrell Asbell
- \$ 9,446 Brandon Minor
- \$ 9,354 Arturo Romero
- \$ 9,202 Brandon Hughes
- \$ 9,046 Andi Iftiu
- \$ 8,633 Reynolds Akuamoaa
- \$ 8,493 Rita Rider
- \$ 8,417 Andrew Elledge
- \$ 8,238 Ian Zollos
- \$ 8,219 Bruce Viaje
- \$ 8,025 Melissa Sidoti
- \$ 7,870 Paul Samra
- \$ 7,726 Ashley Clarke
- \$ 7,704 Anton Ljuljdjuraj
- \$ 7,658 Danny Soury

- \$ 7,609 Edgar Velasquez Romero
- \$ 7,514 Mark Lahijani
- \$ 7,490 Scott Wheeler
- \$ 7,348 Jillian Getz
- \$ 7,316 Lauren Vassallo
- \$ 7,083 Alejandra Ramos
- \$ 6,972 Kingsley Hansen
- \$ 6,954 Ervin Metaj
- \$ 6,844 Dustin Hess
- \$ 6,776 Vincent Massari
- \$ 6,691 Alon Barnur
- \$ 6,493 Nicholas Chuma
- \$ 6,441 Daryl Graham
- \$ 6,396 Alan Sedaghat
- \$ 6,299 Yelitza Dominguez
- \$ 6,289 Clint Perry
- \$ 6,104 Derek Foore
- \$ 6,092 Sara Vaz
- \$ 6,023 Ryan Wilson
- \$ 5,813 Saury Espailat
- \$ 5,786 Steven King
- \$ 5,603 Matthew Hudlin
- \$ 5,601 Chalisa Holmes
- \$ 5,573 Victoria Lewis
- \$ 5,561 Meaghan Krecksco
- \$ 5,257 Joseph Rotolo
- \$ 5,243 Kimberly Hamilton
- \$ 5,222 Brody Maughan-Evanson
- \$ 5,123 Daniel Zotter
- \$ 5,063 Maria Martinez
- \$ 5,062 Chilynn Acevedo
- \$ 4,977 Duane Shaw
- \$ 4,976 Bledar Bane
- \$ 4,976 Donald DeVoise
- \$ 4,969 Carrington Hanna
- \$ 4,916 Patrick Knouse
- \$ 4,807 Gianni Toma
- \$ 4,736 Maria Elisa Moros Ojeda
- \$ 4,717 Zachary Hager
- \$ 4,674 Daniel Li
- \$ 4,619 Jake Gelb
- \$ 4,572 Brent Bowling
- \$ 4,546 Nakita Fortin

- \$ 4,475 Kristi Basho
- \$ 4,474 Alexis Pineiro
- \$ 4,473 Mohamed Shogar
- \$ 4,466 Michael McKiernan
- \$ 4,456 Christian Gojcaj
- \$ 4,431 Luis Velasquez
- \$ 4,405 Jihad Ottallah
- \$ 4,389 Kelly Ekker
- \$ 4,369 Bobby Hamilton
- \$ 4,360 William Thomas
- \$ 4,337 Ryan Slone
- \$ 4,334 David Carpenter
- \$ 4,325 Elvis Cartaya
- \$ 4,305 Brandon Summerton
- \$ 4,283 Blake Higuchi
- \$ 4,267 Zakiya Jones
- \$ 4,257 Jovanie Scarlett
- \$ 4,202 London Burnett
- \$ 4,190 Shiv Patel
- \$ 4,186 Jennifer Jantzen
- \$ 4,130 Sabrina Ashraf
- \$ 4,106 Connor O'Donnell
- \$ 4,101 Aaron Parks
- \$ 3,263 Bobby Park
- \$ 3,246 Rielly Maher
- \$ 3,243 Bruno Nuro
- \$ 3,212 Aaron Patt
- \$ 3,212 George Shafiek
- \$ 3,170 Toni-Ann Allen
- \$ 3,167 Antonino Taormina
- \$ 3,152 Minh Phung
- \$ 3,894 Phi Phan
- \$ 3,881 Luis Barbaresco Garcia
- \$ 3,871 Skay Nusenu
- \$ 3,813 Christopher Botelho
- \$ 3,790 Jeffery May
- \$ 3,750 Kelly Schoenherr
- \$ 3,749 Christina Shanno Baldwin
- \$ 3,746 Spencer Kozej
- \$ 3,730 Gunnar Jorstad
- \$ 3,656 Slavita Hut
- \$ 3,629 Brian Jerome
- \$ 3,611 Venus Grier
- \$ 3,602 Taulant Bane

- \$ 3,582 Jean Romero Capote
- \$ 3,582 Massoud Vaziri
- \$ 3,578 Peter Kwiatkowski
- \$ 3,575 Sabrina Smith
- \$ 3,573 Mathew Kahwaji
- \$ 3,565 Priscilla Blanco
- \$ 3,540 Jeffrey Espinal
- \$ 3,519 Luis Osorio Bello
- \$ 3,477 John Vacca
- \$ 3,462 Veronica Coval
- \$ 3,454 Agnieszka Kuspier
- \$ 3,454 William Parmeter
- \$ 3,447 Marsei Hogan
- \$ 3,442 Mark Bernsdorff
- \$ 3,416 Luay Ghawi
- \$ 3,404 Jean M Joseph
- \$ 3,373 Nicki Griffiths
- \$ 3,369 Nairobi Contreras
- \$ 3,361 Britton Costa
- \$ 3,339 Dustin Dunbar
- \$ 3,335 Anthony Mazurkewicz
- \$ 3,310 Aaron Parks
- \$ 3,263 Bobby Park
- \$ 3,246 Rielly Maher
- \$ 3,243 Bruno Nuro
- \$ 3,212 Aaron Patt
- \$ 3,212 George Shafiek
- \$ 3,170 Toni-Ann Allen
- \$ 3,167 Antonino Taormina
- \$ 3,152 Minh Phung
- \$ 3,142 Doris Martinez Garcia
- \$ 3,140 Beau Minnick
- \$ 3,135 James Fangmann
- \$ 3,117 Adam Wheeler
- \$ 3,092 John Schaeffer
- \$ 3,092 Brenda Fox
- \$ 3,074 Eddie Gonzales
- \$ 3,026 Sean Shephard
- \$ 3,011 Eric Snyder
- \$ 3,009 Timothy Wilson
- \$ 2,991 Levar Morgan
- \$ 2,982 Armando Aiello
- \$ 2,976 Seth Frisby-Jack
- \$ 2,974 Iv Menache
- \$ 2,965 Aaron Piotrowski

- \$ 2,963 Roy Stephens
- \$ 2,962 Justin Diaz
- \$ 2,936 Fouad Geroges
- \$ 2,936 Joy Vann-Austin
- \$ 2,911 Clayton Slaughter
- \$ 2,905 Tomarus Burks
- \$ 2,890 Derek Johnson
- \$ 2,882 Darrin Roberts
- \$ 2,875 Zachery Kertulis
- \$ 2,837 Melinda-Rae Lyse
- \$ 2,822 Daniel Umbertone
- \$ 2,794 Jadelene Welty
- \$ 2,728 Matthew Diulus
- \$ 2,723 Kade Beck
- \$ 2,723 Michael Birmingham
- \$ 2,695 Stella Roznovan
- \$ 2,691 Jonathan Giaco
- \$ 2,685 Ryan Hritz
- \$ 2,680 Omar Billy
- \$ 2,672 Kevin Appasamy
- \$ 2,666 Jeremiah Russin
- \$ 2,643 Katie Stahulak
- \$ 2,623 Travis Picklesimer
- \$ 2,620 Magda Figueiredo
- \$ 2,611 Edon Nevzadi
- \$ 2,609 Cara DeFiore
- \$ 2,600 Adianeza Rodriguez
- \$ 2,597 Joshua Jackson
- \$ 2,574 Damen Hartwick
- \$ 2,571 Joshua Notte
- \$ 2,560 Daniel Ramirez
- \$ 2,554 Matthew McDowell
- \$ 2,537 Arianna DaLuz
- \$ 2,503 Nicole Preston
- \$ 2,501 Jacqueline Kabluuyen
- \$ 2,477 Cole Hatfield
- \$ 2,452 Joshua Goodman
- \$ 2,434 Priscila Gonzalez
- \$ 2,431 Justin Hermann
- \$ 2,425 Jonathan Conner
- \$ 2,415 Lorena Barriere
- \$ 2,392 Johnny Ly
- \$ 2,388 Alexander Gross
- \$ 2,370 Krystal Walters
- \$ 2,342 Doron Freud
- \$ 2,339 Evan Stewart

- \$ 2,338 Erica Robertson
- \$ 2,334 Astrid Castrillon
- \$ 2,312 Pa Aliou Kasseh
- \$ 2,244 Martin Salavec
- \$ 2,227 Danisabel Rodriguez
- \$ 2,198 Romal Omid
- \$ 2,175 Alexandra Longo
- \$ 2,172 Raiq Hussain
- \$ 2,169 Maria Bonilla Borrego
- \$ 2,167 Tommica Gibson
- \$ 2,162 Jose Castillo
- \$ 2,115 Brenna Behan
- \$ 2,099 Alexandra Berberich
- \$ 2,070 Kyle VanBibber
- \$ 2,069 John Lamere
- \$ 2,064 Travis Vaughn
- \$ 2,062 Michelle Olivo
- \$ 2,052 Peter Gabranski
- \$ 2,035 Victoria Lindner
- \$ 2,016 Nicole Herrin
- \$ 1,998 Steven Dell
- \$ 1,995 Anthony Solano
- \$ 1,993 Gabriel Rocha
- \$ 1,975 Shahab Mahdavinejad
- \$ 1,944 Mark Lomonaco
- \$ 1,944 Taleb Jammoul Hajali
- \$ 1,938 Sabrina Levi
- \$ 1,931 Diego Vargas
- \$ 1,926 Siddhant Satoskar
- \$ 1,913 Alipate Makau
- \$ 1,898 Carlo Buhay
- \$ 1,882 Daniel Perkins
- \$ 1,860 Bryce Engstrom
- \$ 1,859 James Sodan
- \$ 1,852 Troy Williams
- \$ 1,847 Andres Cano
- \$ 1,819 Axel Carrasquel
- \$ 1,814 Joshua Wang
- \$ 1,812 Chad Boskat
- \$ 1,803 Giovanni Diduro
- \$ 1,797 Glorieth Liscano Gamero
- \$ 1,776 Tucker Gregor
- \$ 1,775 John Collins

- \$ 1,767 Mark Reilly
- \$ 1,760 Cory Moncol
- \$ 1,757 Alfredo Garcia
- \$ 1,745 Noe Perez
- \$ 1,738 Richard Whyte
- \$ 1,738 Ed-Maggie Myrthil
- \$ 1,724 Sean Smith
- \$ 1,722 Maurice Brown
- \$ 1,718 Pedro Lemos
- \$ 1,703 Tecole Smith
- \$ 1,698 Anthony Williams
- \$ 1,695 Thor Leighton
- \$ 1,687 Ameenah Little
- \$ 1,682 Nikolla Luljguraj
- \$ 1,677 Marvin Gonzalez
- \$ 1,675 Shonda Duckett
- \$ 1,666 Anthony Salerno
- \$ 1,663 Daniel Foore
- \$ 1,649 Johny Geroges
- \$ 1,645 Montana McDonald
- \$ 1,632 Phillip Rigoli
- \$ 1,628 Tyler Church
- \$ 1,619 Jennifer Spalding
- \$ 1,619 Jose Anderson
- \$ 1,615 Lalitha Janardhanan
- \$ 1,606 Erin Allen
- \$ 1,601 Gabriela Sime
- \$ 1,593 Aliya Johansen
- \$ 1,582 Tanner West
- \$ 1,579 Jonathan Phillips
- \$ 1,572 Adrain Alfred
- \$ 1,571 Kasali Kotun
- \$ 1,562 Benci Lavorini
- \$ 1,557 Joshua Egyud
- \$ 1,548 Cameron Gray
- \$ 1,543 Ryan Crawford
- \$ 1,543 Zachery McHattie
- \$ 1,539 Marcus Moody
- \$ 1,539 Aaron Chen
- \$ 1,536 Vivian Trinh
- \$ 1,533 Nabil Atallah
- \$ 1,531 Lisa Lawrence
- \$ 1,518 Jeff Wentworth
- \$ 1,516 Willie Cummings
- \$ 1,504 Sergio Carta
- \$ 1,504 Joseph McCallister
- \$ 1,488 William Dugan

- \$ 1,487 Johnny Fuller
- \$ 1,482 Ruben Terrero
- \$ 1,464 Paul Kelly
- \$ 1,464 Samuel Artzis
- \$ 1,461 Rossana Carruyo Parra
- \$ 1,457 Luciano Valero Vidal
- \$ 1,454 Jeffrey Hall
- \$ 1,438 Estephanie Montecillo
- \$ 1,429 Chris McFoy
- \$ 1,406 Jamie Beuschel
- \$ 1,404 Andrea Schmitt
- \$ 1,403 Begona Patino-Lopez
- \$ 1,398 Tyler Tasa
- \$ 1,391 James Cassie
- \$ 1,388 Matthew Hunsberger
- \$ 1,380 Stephen Jeung
- \$ 1,375 Deanna Arceno
- \$ 1,363 Ramsey Vazquez
- \$ 1,361 Christopher Hintz
- \$ 1,357 Danny Juskiw
- \$ 1,347 Tiffany Bertao
- \$ 1,331 Jesse Rennich
- \$ 1,328 Khadijah Muhammad
- \$ 1,320 Jake Yagjian
- \$ 1,318 Austin Macias
- \$ 1,315 Richard Sidoti
- \$ 1,314 Enri Sako
- \$ 1,309 Leonardo Alsina
- \$ 1,299 Jorge Tonbio
- \$ 1,298 Tamar Epton
- \$ 1,295 Paula Thompson
- \$ 1,295 Arnessa Beamon
- \$ 1,295 Corey Helwig
- \$ 1,289 Elias Boles
- \$ 1,278 Christopher Gilbert
- \$ 1,272 Cartiza Rojas
- \$ 1,259 Jason Bratin
- \$ 1,253 Anthony Chinaglia
- \$ 1,250 Alexandra Jaeger
- \$ 1,244 Daniel Lopez-Velasquez
- \$ 1,238 Iffrah Tahir
- \$ 1,231 Katy Rivera
- \$ 1,217 Rafael Medina

- \$ 1,207 Rocky Allen
- \$ 1,203 Lawrence Smith
- \$ 1,187 Carmen Pena Guede
- \$ 1,186 Nadia Bailey-Robinson
- \$ 1,186 Amanda Ashley
- \$ 1,185 Ireland Sirni
- \$ 1,181 Francesca Veltri
- \$ 1,179 Tabitha McDermid
- \$ 1,176 Jordan Stelzer
- \$ 1,174 Taurean Flournoy
- \$ 1,172 Justin Adams
- \$ 1,172 Colin Kowet
- \$ 1,170 Oyindamola Falegan
- \$ 1,168 Alberto Alcalá
- \$ 1,166 Elyse Bryan
- \$ 1,166 Michael Romero
- \$ 1,153 Karen Salek-Cuzmar
- \$ 1,152 Travis White
- \$ 1,139 Michael Castro
- \$ 1,126 Marvin Fernandez
- \$ 1,125 Rea Lynch
- \$ 1,115 Panaris Bregu
- \$ 1,106 Kevin Butchino
- \$ 1,104 Preston Klutz
- \$ 1,102 Imani Banks
- \$ 1,101 Mavrick Fredericks
- \$ 1,093 Jessica Specht
- \$ 1,090 Isiah Brown
- \$ 1,085 Jessie Holland
- \$ 1,083 Daniel Arzate Roa
- \$ 1,080 Dan Williams
- \$ 1,079 Steve Svendsen
- \$ 1,077 Amanda Urdaneta
- \$ 1,076 Morella Parejo
- \$ 1,073 Genesis Rosario
- \$ 1,071 Kerry Zorns
- \$ 1,066 Michael Gerstein
- \$ 1,061 Travis Carpenter
- \$ 1,057 Michael Hutchinson
- \$ 1,056 Christian Cox
- \$ 1,045 Mark Diskin
- \$ 1,040 Jonathan Ojendi
- \$ 1,031 Michelle Gould
- \$ 1,031 Sonia Tyner

- \$ 1,031 Mayra Gutierrez Rodriguez
- \$ 1,027 Selale Booher
- \$ 1,026 Jessica Daniels
- \$ 1,004 Jacob Krakora
- \$ 1,001 Mark Auvil
- \$ 999 Tichina Haughton
- \$ 997 Joseph Michelin
- \$ 990 Ahmed Kassem
- \$ 987 Stuart Guthrie
- \$ 985 Carey Hartman
- \$ 982 Havis Alvarado
- \$ 981 Klaudio Merizaj
- \$ 977 Rebecca Patterson
- \$ 963 Nelson Desmond
- \$ 961 Mike Paragiou
- \$ 959 Adem Abdula
- \$ 958 Bradley Fordyce
- \$ 950 Marvelie Sanchez
- \$ 945 Juan Olvera
- \$ 940 Beau Cullen
- \$ 932 Andres Liranzo
- \$ 929 Laura Graham
- \$ 929 Laila Abadi
- \$ 923 Avion Johnson
- \$ 920 Preston Klutz
- \$ 915 Sara Hart
- \$ 914 Mark Banks
- \$ 914 Stephen Bowen
- \$ 913 Hugo Flores
- \$ 911 Jonathan Ballard
- \$ 907 Rana Shirer
- \$ 905 Ryan Hall
- \$ 897 Dianka Blash
- \$ 896 Morvarid Tadayon
- \$ 894 Paul Read
- \$ 888 Muzit Berhe
- \$ 887 Kimbria Bracey
- \$ 882 Cristian Yanez Ojeda
- \$ 881 Edward Leon
- \$ 877 Christopher Rolph
- \$ 868 DeShawn Moore
- \$ 863 Thomas Huynh
- \$ 860 Julian Navalta
- \$ 856 Sean Gillespie
- \$ 842 Emily Klich
- \$ 842 Hunter Welty

- \$ 832 Mickey Adkins
- \$ 828 Steven Roberts
- \$ 821 Molly Remhof
- \$ 819 Chris Densham
- \$ 818 Gregory Caldwell
- \$ 817 Ronald Davis
- \$ 815 Candice Seabrooks
- \$ 814 Abigail Luna Rodriguez
- \$ 807 Michael Wright
- \$ 805 Aaron Friedlander
- \$ 803 Joshua Reyes
- \$ 793 Brandon Schwed
- \$ 786 Alexandria Greer
- \$ 786 Asante Jackson
- \$ 778 Nicklaus Boker
- \$ 778 Daniel Schwartz
- \$ 775 Patricia Cicerale
- \$ 773 Daniel Orr
- \$ 758 Erald Tomorri
- \$ 757 Aldo Ramirez
- \$ 942 Beau Cullen
- \$ 932 Andres Liranzo
- \$ 929 Laura Graham
- \$ 929 Laila Abadi
- \$ 923 Avion Johnson
- \$ 920 Preston Klutz
- \$ 915 Sara Hart
- \$ 914 Mark Banks
- \$ 914 Stephen Bowen
- \$ 913 Hugo Flores
- \$ 911 Jonathan Ballard
- \$ 907 Rana Shirer
- \$ 905 Ryan Hall
- \$ 897 Dianka Blash
- \$ 896 Morvarid Tadayon
- \$ 894 Paul Read
- \$ 888 Muzit Berhe
- \$ 887 Kimbria Bracey
- \$ 882 Cristian Yanez Ojeda
- \$ 881 Edward Leon
- \$ 877 Christopher Rolph
- \$ 868 DeShawn Moore
- \$ 863 Thomas Huynh
- \$ 860 Julian Navalta
- \$ 856 Sean Gillespie
- \$ 842 Emily Klich
- \$ 842 Hunter Welty

- \$ 639 Jeanine Barlettano
- \$ 639 Jesse Benwell
- \$ 633 Dillon Kuehne
- \$ 632 Nathan Gay
- \$ 632 Tasha Marker
- \$ 629 Giuliano Di Nardo
- \$ 624 James Hinton
- \$ 621 Edwin Perez
- \$ 618 Steve Bryant
- \$ 618 Rodney Williams
- \$ 611 Ross Ewen
- \$ 610 Sherrie McCarty
- \$ 601 Mohamad Awdi
- \$ 601 Kurt Evans
- \$ 601 Angela Perez-Gomez
- \$ 598 Noah Vongunden
- \$ 592 Michael Maloney
- \$ 591 Alyssa Shamsi
- \$ 584 Camy Smith
- \$ 583 Nicole Wright
- \$ 576 Daniella Torres
- \$ 575 Crystal Dugger
- \$ 564 Cyan Kissinger
- \$ 563 Monica Montgomery
- \$ 560 Delvin Lanier
- \$ 553 Kwabena Antwi
- \$ 550 Brandine Floyd
- \$ 539 Marlene Barrett
- \$ 537 Marc Futterweit
- \$ 533 Ngan Pham
- \$ 532 Ali Krayem
- \$ 531 Trevor Bailey
- \$ 530 Ana Severyn De Osorio
- \$ 524 Temesghen Starr
- \$ 523 Joseph Bell
- \$ 517 Miguel Diego Esquivel
- \$ 510 Lindsey Stakset
- \$ 507 Raul Rojas
- \$ 505 Aldayllyne Aldana Bello
- \$ 505 Sky Plunkett
- \$ 502 Bryan Brasil

RGA LEADERSHIP BONUS

1



MARIO HAJRO

\$140,278
AO

2



MARK NEILSON

\$54,351
AO

3



ROBERT JANEV

\$30,808
Sabrina Lloyd

JANUARY BONUS LEADERS

PAYOUT: \$1,077,554

QUALIFIERS: 203

\$ 140,278 Mario Hajro	\$ 9,994 Daniel G Johnson	\$ 5,043 Michael Russo	\$ 2,642 Daniel Orr	\$ 1,788 Doron Freud	\$ 1,053 Omar Billy
54,351 Mark Neilson	9,753 Kimberly Hamilton	5,041 Elijah Brown	2,615 Brian Jerome	1,722 Paul Kelly	1,050 Romal Omid
30,808 Robert Janev	9,151 Chase Miller	4,731 Ryan Hall	2,601 Stella Roznovan	1,697 Ryan Crawford	1,012 Michael Botond
29,930 Tahis Quintero	9,128 Alberto Alcala	4,611 John Santosuosso	2,515 Chris McFoy	1,680 Daryl Graham	966 Chilynn Acevedo
Bonilla	9,032 Brent Bowling	4,311 Derek Foore	2,447 Joseph Rotolo	1,601 Michael McKiernan	955 Jacqueline Kabluyen
28,972 Joshua Olin	8,508 Walter Icaza	3,988 Alexis Naranjo	2,446 Sara Vaz	1,550 Troy Williams	876 Drake Smith
28,260 Justin Adams	8,409 James Marks	3,733 Samantha Ralston	2,440 Anton Ljulidjuraj	1,544 Michael Battaglio	868 Ross Ewen
25,672 Brody	8,375 Randall Cook	3,717 Amr Shater	2,386 Johnny Ly	1,532 Adrain Alfred	848 Evan Donoghue
Maughan-Evanson	8,318 Sergio Carta	3,691 Scott Wheeler	2,360 Tony Geer	1,522 Kaitlyn Brandt	836 Yussuf El-Zein
21,360 Eric Thompson	8,282 Kingsley Ibeh	3,683 Ryan Wilson	2,348 Peter Kwiatkowski	1,507 Saury Espailat	836 Adem Abdula
20,777 Reynolds Akuamo	8,111 Jeffrey Espinal	3,624 Jason Bratin	2,304 David Bilotti	1,502 Elias Boles	823 Stephen Jeung
19,939 Bobby Gujral	8,077 Tyler Boulden	3,506 Alexandra Graham	2,299 Patrick Donovan	1,401 Sokol Fazliu	800 Devon Chapman
19,713 Andrew Bishop	7,946 James Sodan	3,505 Gary Slocum	2,261 David Rigney	1,389 William Dugan	800 Robert Jackson
18,571 Joseph Tomanovich	7,219 Gabriela Sime	3,497 Mac Duddy	2,229 Tyler Worstell	1,389 Mark Lahijani	789 Daniel Perkins
17,471 Corey Helly	6,797 Zach Otto	3,443 Michael Russin	2,173 Matthew Bogle	1,386 Jessica Kay	770 DeShawn Moore
16,159 Darcy Schrieber	6,613 Arif Hajro	3,375 Andrew Chambers	2,149 Joshua Goodman	1,378 Samy Jacques	739 Brandon Schwed
16,055 Britton Costa	6,486 Matthew Turnquist	3,374 Kelly Ekker	2,081 Carlo Buhay	1,364 Donald DeVoise	735 Ed-Maggie Myrthil
15,854 Joe Lewo	6,375 Adianeza Rodriguez	3,331 Jake Yagjian	1,978 David Quevillon	1,331 Tucker Gregor	733 Richard Whyte
14,969 Taulant Bane	6,261 Patrick Knouse	3,265 Mark Bernsdorff	1,958 Shawn Lewicki	1,264 Andrew Hynan	727 Nicole Preston
12,747 Jessica Chang	6,247 Ronald Rivera	3,224 Bruce Viaje	1,952 Alfredo Garcia	1,230 Jinelly Urena	671 Samuel Artzis
12,262 Matthew Conrad	6,206 Pedro Lemos	3,208 Phi Phan	1,915 Eno Iftiu	1,221 Bryan Juskiw	630 Morgan Lobello
11,929 Mike Paragiou	6,098 John Vacca	3,098 Gregory Rudolph	1,898 Slavita Hut	619 Daniel Schwartz	615 Daniel Lobello
11,070 Christopher Hintz	6,021 Melinda-Rae Lyse	2,937 Jenny Kim	1,880 David Wang	615 Mark Auvil	619 Daniel Schwartz
10,988 Clayton Slaughter	5,989 Brandon Summerton	2,922 Meaghan Krecsko	1,878 Michael Burningham	588 Veronica Coval	570 Jake Gelb
10,609 Matthew Diulus	5,932 Astrid Castrillon	2,853 Michael Gerstein	1,863 Conor Markins	562 Michael Wright	547 Giovanni Diduro
10,349 David Carpenter	5,781 Andy Batten	2,767 Raul Rojas	1,814 Taurean Flournoy	518 Johnny Fuller	507 Darrin Roberts
10,315 Ashley Clarke	5,697 Duane Shaw	2,687 Casey Kunash	1,799 Michael Clemente		
10,284 Cody Gardner	5,559 Joshua Jackson	2,684 Alexis Pineiro	1,793 Steve Bryant		
10,146 Bobby Hamilton	5,557 Justin Sutton	2,678 Jesse Rennich	1,789 Steven King		

SA/YA DIRECT CODE FIELD TRAINING BONUS

1



SEAN TAYLOR

\$14,295
Henderson-Locker

2



LUIS BARBARESCO GARCIA

\$14,254
Richardson Latino Division

3



FRANCISCO MORELL

\$11,169
Richardson Latino Division

4



EDGAR VELASQUEZ ROMERO

\$10,868
Richardson Latino Division

5



FREDERIK DIAZ MATA

\$9,260
Richardson Latino Division






JANUARY BONUS LEADERS

PAYOUT: \$456,912

QUALIFIERS: 611

\$ 14,295 Sean Taylor	\$ 2,259 Weena	\$ 1,361 Carrie Padgett	\$ 990 Matthew Sturgis	\$ 806 Matthew Kerfoot	\$ 642 Cassandra Bryce
14,254 Luis Barbaresco Garcia	Centeno-Wade	1,358 Austin Coop	990 Havis Alvarado	801 Gregory Flynn	640 Joseph Sarasin
11,169 Francisco Morell	2,225 Trayvontae Allen	1,352 Joseph Crivelli	989 Natela Washington	797 Vincent Brown	636 Joanna Shipkowski
10,868 Edgar Velasquez Romero	2,145 Michael Jang	1,347 Jourdan Powell	986 Michele Stewart	790 Luke Reiter	627 Thomas Wright
9,260 Frederik Diaz Mata	2,112 Richard Sidoti	1,335 Danielle Anderson	978 Ryan Cummings	790 Thomas Hager	618 Temesghen Starr
9,118 Dmitry Pendro	2,111 Thomas Agee	1,330 Sabrina Agostini	967 Jamie Webster	787 Nicole Marie Oliver	610 Amy Hull
7,084 Madelanne Padron	2,108 Isiah Brown	1,326 Leonardo Yordi Fernandez	958 Ryan M Wilson	785 Binyam Abune	607 Diana Navarro
7,061 Charlie Bermudez	2,103 Erald Tomorri	1,303 Tyra Grant	954 Selale Booher	781 Trevor Bailey	607 Brenda Coronado
7,051 Nancy Djendji	2,080 Kristel Paredes Garcia	1,269 Sebastian Hill	946 Katie Stahulak	781 Faith Jones	599 Danica Rivera
7,006 Kimbria Bracey	2,055 Lucinda Garcia	1,264 Selina Maldonado	943 Rolando Robledo	762 Ashley Kopchak	592 Francesca Scala
6,948 Carlos Frias Caraballo	2,048 Zack Gordon	1,258 Sara Hart	940 Christopher Burkholder	756 Maria Lugo Rincon	581 Steven Roberts
5,638 Noris Dominguez Ramirez	2,018 Luz Cortes	1,250 Jennie Hayes	928 Yelitza Manuela Palma Bandres	736 Sahrooz Hussain	573 Jonathan Siregar
4,923 Jairo Cabrera Rojas	1,963 Dirk Devries	1,229 Arcelia Zizumbo	916 Aubrey Wolfe	733 Michael Locke	571 Aaron Patt
4,829 Dalton Cassavoy	1,945 Robert Burns	1,228 Demarcus Oliver	911 Jenny Martin	732 Ethan Labree	567 Braden Buck
4,787 Joseph Michelin	1,934 Carlos Camacho Medina	1,222 Kristi Basho	911 Jacoby Barry	727 Elijah Nobles	566 Grant Hefler
4,479 Bryce Engstrom	1,913 Austen Oakes	1,216 Joshua Notte	909 Peter Ko	725 Patrick Sullivan	566 Nicole Wright
4,342 Rosmerly Gomez Castillo	1,870 Juan Aleman Madriz	1,207 Yasmeli Villasmil	887 Jojuan Wilson	724 Rhett Worley	566 Jenny Anderson
4,055 Scott Urbanowicz	1,811 Charles Gangloff	1,204 Daryuztka Rodriguez Balza	886 Jason Gibson	719 Connor O'Donnell	559 Susana Vargas
3,854 Gustavo Cardenas Gonzalez	1,779 Heather Graham	1,193 Brenna Behan	866 Chris Lewis	716 John Crespin	551 Christian Margarum
3,573 Braydon Cameron	1,764 Leonard Westfall	1,164 Danielle Hercules	862 Vincenzo Montaggiioni Colmenarez	713 Ryan Carswell	551 Endy Suriel
3,498 Evelyn Romero	1,754 Jordan Spradlin	1,144 Jin Chen	856 Gabrielle Kolar	709 Carlos Vargas	551 Ronald Tungol
3,479 Damaris Trejo	1,724 Christina Babcock	1,120 Ashley Acremant	846 Christopher Gilbert	706 Connor O'Leary	550 John Partipilo
3,473 Joshua Seguin	1,718 Armita Ghalandar	1,119 Miguel Diego Esquivel	844 Ahmad Aqel	706 Danny Souri	549 Joshua Hammond
3,126 Jessie Holland	1,706 Nicholas Davis	1,115 Christina Salvatore	843 Anna Mirzaee	704 Michael McLaughlin	547 Joshua McTier
2,771 Mario Borino	1,696 Ayisha Henry	1,109 Aaron Ebel	840 Juan Urribarri	702 Tichina Haughton	542 April Gibson
2,644 Mariana Morales	1,691 Rubin Chaimov	1,108 Damisela Morales De Bonilla	832 Brent Henderson	697 Delvin Lanier	533 Jordan Hamrick
2,514 Ian Waring	1,667 Fernando Coiran	1,101 Henry Jacobs	831 Michael Hutchinson	688 Nathaniel Magda	533 Jonathan Collins
2,506 Terrell Gray	1,645 Nikolla Lulgjuraj	1,094 Deanna Peart	823 Cesar Romero	687 Sean Gillespie	533 Akinyemi Akinseye
2,460 Ana Severyn De Osorio	1,617 Staci Brown	1,064 Darius Yousif	819 Brian Morris	687 Enri Sako	523 Alexandra Berberich
2,399 Dameyan Chambers	1,578 Lili Morales	1,063 Gavin Virtue	818 Katherine Canducci	685 Ethan Silva	516 Awbri Vachon
2,377 Johan Tabares Gordillo	1,577 Sonya Martin	1,059 Brian Morris	811 Davonte McClam	678 Laura Knopf	515 Jessica Specht
2,377 Jose Matos	1,527 Michael Harvey	1,051 David Ferriolo	811 Kristin Kozakiewicz	672 Calvin Irving	515 Christian Delgado
2,278 Aimee Olson	1,502 Daoud Naser	1,030 Drew Johnson	808 Devin Moore	671 Elijah Scott	513 Kevin Dimery
	1,445 Marc Dorceus	1,022 Nathaniel Bermes		670 Lejla Jacobsen	508 Jeffrey Tillman
	1,416 Joshua Butrey	1,011 Abel Gamo		667 Anthony Iacovino Vasquez	507 Joseph Hogue
	1,389 Jakob Terry			662 Michael Alexander	501 Draey Fogg
	1,386 Hugo Flores			658 Lamarcus Jackson	
	1,380 Brittmarie Yarian			649 Roman Kreys	
				646 Ryan Parrish	
				646 Veronica Britos	

REINSTATEMENT BONUS

1	2	3	4	5
				
JAMES C CARTER \$5,556 S-S-Parks-Salvaggi	MITCHELL LOOK \$3,984 S-S-Parks-Salvaggi	ZENON ZORIJ \$2,757 S-S-Parks-Salvaggi	NICHOLAS GASPARRO \$2,279 Sabrina Lloyd	ORBY KELLEY \$2,193 S-S-Bendure-Hartwig

JANUARY BONUS LEADERS | PAYOUT: \$75,906 | QUALIFIERS: 193


















\$ 5,556 James C Carter	\$ 1,580 Denise Ley	\$ 859 Victor Ledesma	\$ 750 Toni-Ann Allen	\$ 617 Michael McClintock	\$ 561 Megan Russell
3,984 Mitchell Look	1,541 Dason Phaul	843 Andrew Brennan	745 Benjamin Newhouse	612 Miguel Hernandez	552 Fabian Aniekwensi
2,757 Zenon Zorij	1,266 Jack Craig	840 Sami Mogannam	672 Felipa Trevino	605 Joseph B Smith	552 Maria M Ramirez
2,279 Nicholas Gasparro	1,013 Valerie Ross	831 Abraham El Refaei	650 Alipate Makaui	590 Pamela Faircloth	544 John Orr
2,193 Orby Kelley	997 Patrice Franklin	785 Ryan Vopat	622 Mark Harhager	588 Jenny Alvarez	534 Elioenai Gomez Perez
2,167 Jack Keiderling	959 Marvin Fernandez	766 Nabil Spahi	622 Andrea Yee	585 Sharon Manning	532 Marc Futterweit
1,592 Marc D'Emilia	946 Laurekins Pardovani	754 Lorena Barriere	621 Leonardo Perez	573 Elizabeth Keiderling	507 Jasmine L Walker

5 BONUS TOTAL: \$5,981,213

WORLD'S GREATEST \$2,603,097	LEADERSHIP \$1,767,744	RGA LEADERSHIP \$1,077,554	SA/GA TRAINING \$456,912	REINSTATEMENT \$75,906
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FOUNDERS CLUB

January Qualifiers—
Outstanding Producers & PR Representatives:

 Joshua Dishong S-S-Bendure-Hartwig 6 Qualifications \$293,710 Net ALP 83.6 RET	 Marshall Fernandez AO 1 Qualification \$274,016 Net ALP 88.9 RET	 Duni Olusegun Phillip Waisman 5 Qualifications \$262,961 Net ALP 83.3 RET
 Trevor Bailey Satti-Kanaan 2 Qualifications \$216,692 Net ALP 86.0 RET	 Roger Fung Mathew Hart 4 Qualifications \$180,990 Net ALP 82.7 RET	 Aref Sayegh Satti-Kanaan 7 Qualifications \$158,499 Net ALP 88.6 RET
 Ladan Rahbary AO 3 Qualifications \$125,516 Net ALP 91.4 RET	 Joey Kennedy AO 10 Qualifications \$94,289 Net ALP 86.6 RET	 Dillon Zartman S-S-Bendure-Hartwig 1 Qualification \$94,274 Net ALP 80.9 RET
 Nancy Djendji Jesus Romero 2 Qualifications \$92,616 Net ALP 97.5 RET	 Ashkan Khoshmagham AO 3 Qualifications \$91,845 Net ALP 87.7 RET	 Max Quasem Cohen-Velasquez 54 Qualifications \$87,962 Net ALP 90.3 RET
 Chris Anderson Mathew Hart 2 Qualifications \$87,424 Net ALP 87.2 RET	 Andi Iftiu AO 2 Qualifications \$84,752 Net ALP 83.7 RET	 Damon Stroup Mathew Hart 2 Qualifications \$71,908 Net ALP 81.7 RET
 Bryan Stoddard Joshua West 1 Qualification \$64,451 Net ALP 86.2 RET	 Khadijah Muhammad AO 1 Qualification \$61,934 Net ALP 85.0 RET	

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Shelby Poston
Andrew McQuade
Contracted 8/23/09
Qualified 1/31/22
\$1,005,665 Net ALP



Oleg Novitchii
S-S-Parks-Salvaggi
Contracted 7/24/13
Qualified 1/31/22
\$2,058,620 Net ALP

THE HEARTS OF CHAMPIONS

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Brian Gilmore
Brian had 20.11% growth over January 2021.

VP of the Month



Renee Jeffries
Renee had 6.28% growth over January 2021.



David Zophin
President
American Income Life &
National Income Life Divisions

When I think about what sets a top producer apart from the rest of the crowd, I don't have to look too far to gain any inspiration.

That's because AIL-NILICO's Top Veteran Individual Producer, Daniel Paravisini, and our Top Rookie Individual Producer, Carrington Hanna, are perfect models of what it means to be the ultimate competitor.

Take Daniel, for example. After making the firm decision to be the Company's top producer for the year, he hit the ground running and didn't look back. Daniel put every ounce of energy he has toward his goal, knowing reaching the top spot was way more important than stopping to take a breather. Rest, he knew, could come later. The chance to be crowned the Top Individual Producer in 2021 was now.

So Daniel combined his determination, his vision, and his strong faith and set out to be the best of the best. And, after breaking the previous production record and writing \$911,722 in Net ALP, he knows every minute and every bit of effort was worth it. He knows there is only one road to victory, and it isn't named Easy Street. Daniel set out on that difficult course, and it led him directly to his destination.

Following in Daniel's footsteps (while also making his own way) is Carrington Hanna, whose top rookie spot came as no surprise to those who know him. Fueled by his enthusiasm, his desire to help others grow, and his competitive nature – which dates back to when he played football – Carrington wasted no time in making his mark with the Company.

Being crowned AIL-NILICO's rookie of the year is a fitting title to someone who understands the importance of putting clients first and who enjoys sharing our Opportunity Unlimited with others. For Carrington, people come first, and he's already well on his way to creating an amazing legacy. Talk about the hearts of champions.

Both Daniel and Carrington had the vision necessary to compete for the entire year. They didn't stop when they were tired. They didn't hesitate when they were discouraged. They pushed through every obstacle they encountered and silenced every thought they had that told them to tone it down. That's because they knew better. They knew the climb to the top wouldn't be easy, but it would be worth it.

Now Daniel and Carrington are standing at the peak, both of them shining examples of what happens after a year of hard work... so if you're looking for guidance or inspiration for success, look no further. Daniel and Carrington wrote the manual.

I want to congratulate them and all of our top producers in the Company for raising the bar and proving there is no limit to how far we can go, how high we can climb, and how much we can achieve. If 2021 has shown us anything, it's that records were made to be broken. I can't wait to see what Daniel and Carrington do in 2022, and I look forward to seeing any new contenders hankering to earn the coveted top spot for themselves. The new year is already underway, so if being the best of the best is in your vision, good luck... and get going! 🏆



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JANUARY TOP ACHIEVERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE
PRODUCER**

KEVIN MUSAI
\$60,887 NET ALP



**VETERAN
PRODUCER**

JOSHUA DISHONG
\$146,546 NET ALP



SA

SEAN TAYLOR
\$103,935 1ST SIX MONTHS



GA

**LUIS BARBARESCO
GARCIA**
\$174,169 1ST SIX MONTHS



**MGA
CATEGORY II**

ARIF HAJRO
212.2% GROWTH



**MGA
CATEGORY I**

ENO IFTIU
149.5% GROWTH



**RGA
CATEGORY IV**

MARK DUSHAJ
1161.5% GROWTH



**RGA
CATEGORY III**

ENO IFTIU
150.4% GROWTH



**PR REP
CATEGORY II**

RONA PILEGGI SPANO
2,699 CARDS



**SGA
CATEGORY IV**

ANDREW MCQUADE
124.7% OBJECTIVE



**SGA
CATEGORY III**

SATTI-KANAAN
120.6% OBJECTIVE